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April 20, 1970

International Commerce

Commerce's export services on the production line

A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Trade Winds

Company News

PIPING—The Susquehanna Corp., Alexandria, Va., and Australian Consolidated Industries Ltd., Melbourne, have jointly formed a company to manufacture and market plastic pipe fittings in Australia, New Zealand and the Southwestern Pacific. The new venture, A.C.I. Sloane Pty. Ltd., will receive technical assistance and the trademark license from R & G Sloane Manufacturing Co., Inc., a subsidiary of Susquehanna. The plastic pipe fittings are utilized for residential, industrial and agricultural purposes.

DEWATERING—Stang Hydronics, Inc., Orange, Calif., has formed Stang do Argentina, a wholly-owned subsidiary in Latin America, which will specialize in the manufacture, sales, leasing and contracting of the parent firm's dewatering equipment. The new venture is Stang's second Latin American subsidiary. Stang manufactures equipment and provides services for the removal of ground water from construction sites and produces hydraulic monitors and equipment for the mining, construction and fire-fighting industries.

CONSTRUCTION—Arthur G. McKee & Co., Cleveland, announced that its affiliates, McKee-France and CTIP-SOFINA Benelux of Brussels, were awarded contracts valued at $25 million for the engineering, materials procurement and construction of chemical plants in Brazil. The facilities, to be located in the State of Sao Paulo, will provide vinyl chloride monomer and polyvinyl chloride. The plants, expected to be complete by mid-1971, will also have the assistance of another McKee affiliate, McKee do Brazil.

HOTELS—Howard Johnson Co., Boston, will build a resort hotel on the island of Barbados in the British West Indies. The five-story structure will include 150 rooms, all facing Dover beach. Construction will begin this spring and completion is scheduled for autumn 1971. The hotel will be operated under a license agreement by KLM Royal Dutch Airlines and two private Florida investors. Currently there are 838 Howard Johnson restaurants and 391 motor lodges in the U.S., Puerto Rico and the Bahamas, with plans to expand into Canada underway.

Newsletter

Two specialized U.S. trade missions now in Europe represent repeat visits by their respective industries. A second Automotive Maintenance and Servicing Equipment mission is now in Germany—last April such a mission visited three Scandinavian countries. A Tourist Industry Equipment mission is back in Yugoslavia, where construction decisions are soon due on some major hotel and recreational development projects—the first such mission was in Yugoslavia last November.

New products from the U.S.; new demands for such products overseas. That exciting matchup, which holds the best promise for American exporting today, is reflected in the results of the recent Stockholm U.S. Trade Center show of building materials. Looking back on the successes scored by the 32 exhibitors, analysts saw the matchup in action: Scandinavia needs specialized materials and equipment for mass-scale construction, use of pre-fabs and rationalization of production systems; the U.S. aptly sent over advanced items in construction adhesives, special resistant paints, ceiling systems, acoustic panels, architectural aluminum, insulation, siding and roofing, air conditioning and plaster and mortar machines.

Benefits of improved U.S. technology to European customers were put on display at the London U.S. Trade Center last month by Stewart-Warner Corp., Chicago. The firm brought its chief engineer and chief applications engineer to Europe to demonstrate new developments in its oil mist lubrication systems. The between-shows promotion at the Trade Center was staged for a highly targeted group of 65 technicians and company officials in the chemical, oil, construction and steel industries. Summary by Stewart-Warner's industry sales manager, F. J. Potter: "productive and worthwhile."

Inspecting catalogs of 720 U.S. companies last month in Bangkok were more than 300 local businessmen. They came from department stores, toy and sporting goods shops, and large trading firms. The catalogs displayed sports and leisure time goods and toys and accessories. The sponsoring U.S. Trade Center then sent the names of the various Thai visitors to the companies in whose lines the visitors showed interest. Now the Trade Center and U.S. Embassy staff stand ready to give further help with World Trade Directory reference reports on the inquiring Thai businessmen and with promotional space at the Center for the U.S. firms.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

XUM

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the cover

An "In-Plant" Export Seminar is addressed (top photo) at the Santa Ana, Calif., headquarters of Electronics Engineering Co. by the firm's President, Burgess Dempster. Moderator, at right, is William T. Lockett of Commerce's Los Angeles Field Office. In lower left photo an "In-Plant" seminar guest speaker, banker Richard E. Ogle, inspects a True-Trace shipment; at lower right Lockett and Ogle discuss overseas marketing with Infrared Controls President William Shriver (holding product). Story is on page 2.

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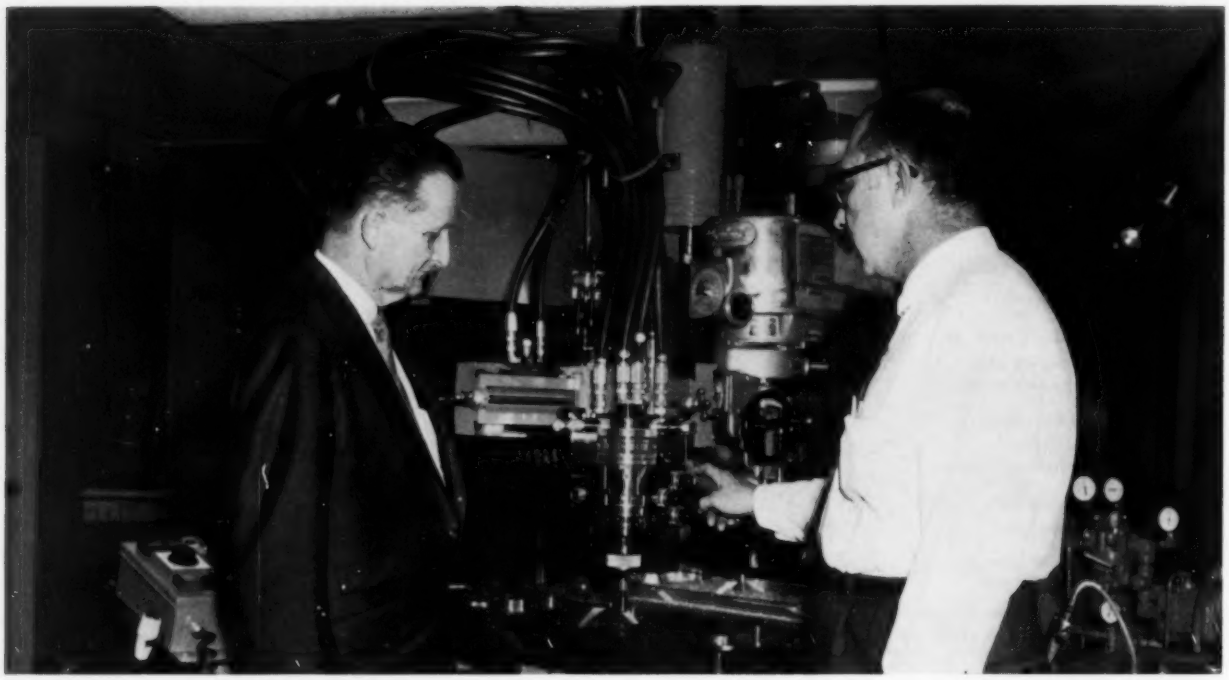

AIMED AT PROSPECTIVE BUYERS OVERSEAS is this high-technology equipment made by the True-Trace Division of Textron. Banker Richard E. Ogle (left) inspected the automatic tracing system for machine tools with the company's senior applications engineer, Herbert Keats, after he addressed True-Trace officials at an In-Plant Export Promotion Seminar. The system has won acceptance in factories overseas, being serviced through True-Trace's Brussels office.

IN-PLANT SEMINARS

They go to export source

Los Angeles Field Office takes information sessions to factory executives at own sites

Another tool has been added to the production line of U.S. firms aiming at world markets—an "In-Plant" Export Promotion Seminar developed by the international specialists in Commerce Department's Office of Field Services.

These specialists, who work out of the Department's 42 Field Offices around the country, have long been knocking on the doors of American manufacturers, large and small, whose products appear to have export potential. In Southern California recently, the doors of three companies opened wide, and the specialists shared their export data and expertise with management officials while the products they talked about were being shaped, honed, assembled, sprayed, calibrated, crated and stacked only a few feet away.

This action occurred at the plants of the True-Trace Division of Textron, and Infrared Controls & Systems, Inc., both of Covina, Calif., and Electronic Engineering Co. of California, at Santa Ana.

True-Trace has established a position of leadership in the field of machine tool tracing control systems and attachments. It has recently set up an office in Brussels, Belgium, and in anticipation of an increased amount of European business it welcomed the idea of a seminar at its plant at which its officials could discuss export paperwork and marketing information with speakers brought in by the Department of Commerce.

Electronics Engineering, the Santa Ana firm, employs 450 persons. It is a major supplier to the aerospace industry of airborne controls, including rotary thumbwheel switches, digital modules and welded modules.

Infrared Controls & Systems, a company formed last July, is making items in the field of solid state electronics equipment and systems. Among these are infrared non-contact temperature pyrometers for indication and control applications, solid state annunciators (alarm systems), electric infrared ovens and dryers for wood, paper, glass, plastics and general industrial applications, and solid state precision timers. Infrared Controls products, selling as individual items, range in price from $875 for basic pyrometers to as high as $350,000 for a plywood veneer dryer.

After a careful market survey through private firms and the Department of Commerce, Infrared Controls is aiming 35%-40% of its total production into the international marketplace. To pursue this move Infrared, again with the help of the Department of Commerce, has established coverage in Europe and South America through one representative, and in Japan and the Near East through another.

XUM

In hosting an in-plant seminar for its officials, Infrared noted that 80% of its early sales have come from the world marketplace. Contributing to this trend was the excellent acceptance the company's products received at a London trade show last year. The firm is planning three or four overseas exhibition appearances in 1970, including participation at a Tokyo U.S. Trade Center exhibition of Metal Surface Treatment Equipment May 18-23, and the U.S. Exhibition at the ACHEMA show in Frankfurt, Germany, in June. Infrared is projecting $3.7 million in overseas sales by 1974.

Seminar speakers

William T. Lockett, the supervisory international trade specialist at the Commerce Department's Los Angeles Field Office, has been accompanied at both Covina seminars by Richard E. Ogle, Vice President and Manager of the Bank of America's International Banking Office in Los Angeles. Ogle is a member of the Regional Export Expansion Council of Southern California, which is active in other export expansion workshops and seminars planned by the Department of Commerce for Los Angeles area businessmen. At the Electronics Engineering seminar the guest speaker was Charles Phillips, Vice President and Manager of the Los Angeles International Banking Office of the Crocker-Citizens National Bank.

Lockett thinks of the in-plant sessions as "international trading tools," and he sharpens his tools with advance planning. He describes the technique:

"Before the seminar is held, the Field Office representative has held full discussions with the firm, and has thoroughly familiarized himself with the firm's product line; its size; its competitive position in the U.S., whether there are 10 or 1,000 other firms manufacturing the same product; its rank among the 10 or 1,000 as to share of U.S. market; whether the firm's products are patented in the U.S. only, or also abroad; the extent of its exports, if any; whether it has licensees and, if so, where; its banking arrangements in this country; official U.S. export figures (the latest) on exports of its products by quantity, dollar-value, and country of destination; whether it employs a freight forwarder or performs its own foreign freight forwarding."

Bank participation

In Lockett's experience, the bank used by the firm which hosts the "In-Plant" Export Seminar is one of the major banks located in Los Angeles, each of which maintains a highly professional staff in its International Division. The manager of the bank used by the firm is invited to attend the seminar as the guest speaker. He speaks on the role of the international banker in international trade. In addition, the banker invites the manager of the branch bank used by the firm to attend the seminar.

The Field Office specialist who conducts the seminar prepares special kits to meet the host firm's requirements. These requirements are detailed in the discussions that lead up to scheduling the seminar.

The "In-Plant" Export Promotion Seminar, as conducted by Lockett, lasts approximately 2½ hours. All key executives attend, so that the entire management team can be export-oriented. The management team is assured of absolute confidentiality. Thus the discussion is free and open, with frank assessments of the firm's present export promotion program and projections as to both future domestic and international business targets.

"A great many questions are generated," Lockett reports; "They cover the firm's own export interests, financing, export credit insurance, forwarding problems, pricing, and other details."

An effective, useful technique? "Don't ask me for my opinion," Lockett replies; "go to the officials at True-Trade, Infrared Controls, or Electronics Engineering. They'll tell you how much good they have obtained from having these sessions right at their own plants."

AT INFRARED CONTROLS SEMINAR company officials took time to explain a new design for the optical head of an infrared pyrometer to the guest speakers (at right) William T. Lockett of the Commerce Department's Los Angeles Field Office, and banker Richard E. Ogle. William Shriver (left) is firm's president.

Norris named head of new Trade Center in Sydney, Australia

Chester E. Norris, Jr. has been appointed director of the new U.S. Trade Center in Sydney. He has served with the Government from 1965-69 as a U.S. Commercial Attache in Tel Aviv and is a Foreign Service Reserve Officer.

NORRIS

In Israel, Norris assisted in coordinating U.S. exhibitions including the 1968 Tel Aviv International Trade Fair which grossed $7.6 million, and a U.S. solo show in October 1969 for which first year orders of $7.4 million are anticipated.

Before entering Government service, Norris was president of a construction firm in Indian River, Fla., and president and general manager of Consolidated Motors, an automotive sales firm in Bangor, Maine, for 12 years.

He received a business administration degree from the University of Maine in 1951.

The U.S. Trade Center in Sydney, the eighth showcase for American goods, will open June 29 with an exhibition of data communications and graphic data systems. A technical symposium, "Computers for the Seventies," will be held in conjunction with the show.

Corning Glass Works official is new deputy director of BIC

Secretary of Commerce Maurice H. Stans has appointed Corning Glass official Marinus van Gessel as Deputy Director of the Department's Bureau of International Commerce.

Van Gessel, who has been Corning's national sales manager since 1967, has Bachelor's and Master's degrees from Harvard and spent three years in the U.S. Navy.

With Corning since 1960, he has also served as a planner in the Technical Products Division, market specialist, supervisor of product planning for laboratory glassware, and market development manager for scientific instruments.

A native of the Netherlands, van Gessel moved to this country at the age of 14.

Van Gessel's predecessor as Deputy Director of BIC, Archie Andrews, is now Commercial Counselor at the U.S. Embassy in London.

Secretary to visit Latin America

Secretary of Commerce Maurice H. Stans was due to begin a 17-day, six-nation tour of Latin America Apr. 16 to discuss mutual trade and investment matters with government officials and business leaders.

Secretary Stans will be the first member of the Nixon Cabinet to visit the six countries on his itinerary. He is being accompanied by Mrs. Stans.

The Secretary said he is meeting with leaders of Latin American governments and industry "to see how we can strengthen and improve commercial relationships between us. This is a step toward fulfilling President Nixon's commitment to an equal, mature partnership with our friends in South America.

"In addition to discussing trade and investment politics, we will also discuss means of implementing other matters of mutual interest, such as the beneficial exchange of technology, the joint promotion of tourism to all the Americas, and other possible ways in which the United States may be of new assistance in the American partnership."

Secretary Stans' itinerary includes Caracas, Venezuela; Buenos Aires, Argentina; Montevideo, Uruguay; Sao Paulo, Brasilia and Rio de Janeiro, Brazil; Bogota, Colombia; and Kingston, Jamaica.

Traveling with the Secretary are the following officials from the Department of Commerce: Robert McLellan, Deputy Assistant Secretary for Business Development; Harold B. Scott, Director, Bureau of International Commerce; Claude Courand, Director, American Republics Division, and Robert M. Smalley, Special Assistant to the Secretary.

Spain announces temporary reduction of 1970 spending

In a measure designed to counter an excessive growth of demand in the economy and to avoid a further price inflation and deterioration of its balance of payments, the Government of Spain has announced an indefinite postponement of 10% of public spending projected under the 1970 central government budget. The announcement indicated that these expenditures will be deferred until the economic outlook is more favorable.

The 1970 budget authorizes a total central government expenditure of 309,700 million pesetas, a 12% increase over total spending in 1969. Thus, the postponement of 10% of planned expenditures, if carried through until the end of 1970, would result in a 30 billion peseta reduction in spending, leaving actual expenditures only slightly higher.

Although the Council of Ministers did not identify those areas in which public spending will be postponed, it is believed that the burden of the anti-inflationary measure will fall primarily on public investment spending since it will doubtless be difficult if not impossible to defer payments of salaries and other current operating expenses.

Customs proposes standard forms to simplify paperwork for vessels using U.S. ports

The U.S. Custom Bureau has issued notice of a rule-making proposal to streamline paper work requirements for American and foreign vessels using U.S. ports.

The proposal, if adopted in final form, will replace present documents used by Customs with standard forms developed by the Intergovernmental Maritime Consulative Organization's International Conference on Facilitation of Maritime Travel and Transport.

There are three substitute 8½-inch by 11½-inch forms that consolidate data from five documents with measurements ranging from 8½ inches wide by 11 inches long to 18 inches wide by 14 inches long. Data for these forms cover manifest, oath of vessel masters, and permits to proceed.

Two 8½-inch by 11½-inch documents for ship's stores and crew declarations are also proposed by Customs. New standard forms for these required declarations have been available. The new forms will eliminate the variety of ways in which this information is now being reported.

Details of the procedural document changes were announced in the Federal Register on Apr. 1. The public has 60 days to comment on the rule-making proposal. The changes will become effective as soon as possible after review of any comments received.

XUM

Asian Development Bank's lending activities picked up steam in '69

Unit more than doubled number and extent of commitments, began making 'soft' loans; first bond issue establishes credit

A rapid expansion of its lending for projects and the beginning of soft loans were the chief features of Asian Development Bank activities during 1969, according to the organization's recently-released annual report.

The Bank also successfully made its first bond issue in September 1969, for an amount of Deutsche Mark 60 million.

The report said that the Bank approved 20 loans—including six on concessional terms—to ten developing member countries for a total of $98.1 million, in comparison with seven loans totaling $41.6 million in 1968.

Thirteen technical assistance requests—mainly in agriculture and fisheries, transportation and development banking—from ten countries were approved in 1969 for a total estimated outlay in grants of $2.23 million, as compared with 11 proposals totaling $1.14 million in 1968.

The Bank engaged in four regional activities during the year: a Regional Seminar on Agriculture was held in Sydney at the time of the Second Annual Meeting of the Board of Governors as a follow-up to the Asian Agricultural Survey completed in 1968; a Conference of Development Banks of Asia was convened by the Bank in Manila in July; and two major surveys were inaugurated—a Regional Transport Survey and a study of the Southeast Asian economy in the 1970's.

The Bank's performance in its first three years, the Report said "clearly reflects its mounting impact on the region. There is" said the Report "a growing appreciation of the fact that the Bank has a substantial and distinctive role to fulfil in the economic development of Asia."

"As a regional institution located within the area it serves, the Bank is able to establish attitudes and evoke responses which give good ground for confidence that a specially successful partnership with its regional clients is in process of emerging."

The interest rate for project loans made from ordinary capital was maintained at 6⅞% while loans from Special Funds resources were made at interest rates ranging from 1½ to 3%.

The 20 loans approved in 1969 went to 19 projects in Ceylon, Indonesia, South Korea, Malaysia, Nepal, Philippines, Singapore, Taiwan, Thailand, and Western Samoa. The projects to be financed by these loans covered a wide range of developmental activity in fields of agriculture, including irrigation and fisheries: industry, including non-ferrous and medium-scale and small-scale enterprises and agriculturally-related industries; and power and transportation facilities, including roads, ports and airports.

The Bank also provides advisory services in certain fields of economic activity. It is, for instance, helping to provide the basic material for the planning of overall economic development in several countries; it is supporting regional research institutions; and it is also carrying out surveys in fields of economic activity relevant to its own banking operations but not necessarily related in a direct way to individual projects.

Two developments of great importance during the year, according to the ADB report, were (1) the commencement in June of lending by the Bank on concessional terms from Special Funds resources; and (2) additions to the Special Funds resources to the extent of $39.4 million.

New agreements for capital contributions were concluded with Denmark, Japan and the Netherlands. Contributions or arrangements for contributions to the Technical Assistance Special Fund were made by Denmark, Finland, Federal Republic of Germany, Japan, New Zealand and the United States. In addition, Japan, the United Kingdom and the United States extended the periods of availability of their previous offers of technical assistance.

An encouraging feature of the latest contributions to the Bank's Special Funds was significant moves toward easier terms, the report said. For the bulk of the new contributions (1) the area of procurement may be extended to include, as well as the contributing countries, developing member countries and other members making capital contributions to the Special Funds; and (2) the Bank, where need exists, may in consultation with the contributor, further ease the terms of its lending from contributed resources.

The effect of these liberalizations was felt in Special Funds operations towards the close of the year, which included approvals for commitments amounting to $8.4 million at interest rates of 1½% to 2%.

The Bank made its first bond issue in September—the main purpose being to establish its credit standing and to familiarize investors with the Bank. The issue took place in the Federal Republic of Germany and consisted of DM60 million 7%, 15-year bonds which were priced at 97½%, the report noted.

Business machine tariff report ready

Another special report on Kennedy Round tariff cuts has been released by the Department of Commerce. Entitled *Kennedy Round Special Report—Business Machines*, the report details the import duty rate reductions being made on business machines by 15 countries as a result of the Kennedy Round of GATT tariff negotiations.

The report shows the pre-Kennedy Round Rates, the final rates, and the proposed staging for reaching the final rates. It also contains data on the U.S. share of the import market for business machines in each country, and background information on the Kennedy Round.

The countries are: Austria, Canada, Denmark, Finland, Japan, Norway, Sweden, Switzerland, the United Kingdom, and the six European Economic Community (EEC) nations—Belgium, France, Germany, Italy, Luxembourg, and The Netherlands.

The report is available for 25 cents from Sales and Distribution Branch, U.S. Department of Commerce, Washington, D.C. 20230.

Previously issued reports on pumps and compressors, air conditioning and refrigeration equipment, textile machinery, medical and X-ray equipment, materials handling equipment, photographic equipment, agricultural machinery, valves and similar appliances, and electrical measuring and controlling instruments, are available at the same price.

Eximbank loans back sale of U.S. aircraft valued at $286 million

1970 sales now total $378 million, backed by $122 million in Bank funds; helped sell planes valued at $735 million in '69

The Eximbank has made loans and credits totaling $100 million to four nations to help purchase U.S. aircraft and parts valued at over $286 million.

A $58.3 million credit to the British Overseas Airways Corp. (BOAC) of London, will help finance the purchase of six Boeing 747 jet aircraft with related equipment and services. Total cost of the transaction is approximately $162 million, and delivery of the first aircraft is expected in September 1971.

BOAC is government-owned and is the United Kingdom's principal air carrier providing international services outside of Europe, to North and South America, Africa, Asia, Australia, and the Middle East.

A $7.4 million credit in favor of BOAC will finance 36% of the cost of two Boeing 707 jet aircraft, related spare parts and services costing $20.5 million, scheduled for delivery in February and March 1971.

The borrower will make a cash payment of 20% of the contract price or $4.1 million, the First National City Bank of New York will extend financing of $8.2 million and The Boeing Company will finance $820,000.

A $13.7 million credit to Air Afrique and three financial guarantees totaling over $26 million will help Air Afrique finance the purchase of two DC-10 jet aircraft with General Electric CF6 engines, four CF6 spare engines and other related equipment and services costing $50.3 million.

Air Afrique will make a cash payment of $9.1 million. Eximbank's financial guarantees will cover repayment of loans totaling $17.7 million by a syndicate of U.S. commercial banks headed by First National City Bank, New York, as well as the major portion of credits amounting to $9.8 million extended by McDonnell Douglas and General Electric.

Formed in 1961, Air Afrique is the flag carrier of twelve West and Central African countries serving major routes from Africa to Europe, some of which are pooled with the French airline Union de Transports Aeriens.

A $12.5 million credit to Indian Airlines Corp. will help finance the purchase in the United States of seven Boeing 737-200 jet aircraft, related services and training costs. Total contract price of the transaction is $30.9 million.

Indian Airlines is wholly owned by the Government of India and provides service throughout India and also to Kabul, Rangoon, Colombo and Kathmandu. Formed in 1953 through the amalgamation of eight individual companies then operating in India, it now has a fleet of 55 aircraft.

An $8.1 million loan to Istituto Mobiliare Italiano (IMI) will help finance the purchase in the United States of one DC-8 and two DC-9 jet aircraft with related spare engines, spare parts, equipment and services, by Alitalia-Linee Aeree Italiane S.p.A. (Alitalia).

Alitalia, established in 1946 serves an extensive domestic and European-Mediterranean network, plus major points throughout the world. Since 1950, eleven Eximbank loans, totaling $297.1 million, have helped Alitalia finance the purchase of 73 aircraft costing $441.5 million.

Including earlier loans and credits totaling $22.5 million to Australia, Canada, Mexico, Portugal and Venezuela, Eximbank has financed the export sale of over $378 million worth of U.S. aircraft in 1970. Eximbank backed the export of $735 million worth of U.S. planes in 1969.

Swiss firm is denied U.S. export rights

Frajac AG of Zug, Switzerland, has been denied U.S. export privileges as a related party to Yvon LeCoq, the U.S. Department of Commerce has announced. LeCoq, who has resided in Paris and other places in France, has been subject to orders denying U.S. export privileges since December 1961.

The Department's Bureau of International Commerce (BIC) found that LeCoq had close connections with the Frajac firm and that he had used the firm to evade the restrictions against him. BIC said that LeCoq used the firm as an intermediary to obtain $45,000 worth of U.S. origin parts used in the production of electronic equipment. The parts were subsequently reexported to the USSR. To prevent further evasions, BIC found it necessary to make the restrictions applicable to the firm.

Frajac was afforded ample opportunity to show cause why the action should not be taken. It failed to do so or to satisfactorily explain LeCoq's relationship to it.

All outstanding export licenses in which Frajac AG has an interest have been revoked, and the firm, its agents and employees are prohibited from participating in any transactions involving commodities or technical data exported or to be exported from the United States.

U.S. export control regulations provide that without authorization from the Department of Commerce, no party may trade in commodities or technical data with a party he knows has been denied U.S. export privileges.

$30 million credit helps to equip Japanese nuclear plant with U.S. products

The Export-Import Bank of the United States has authorized a $30.3 million credit to Kansai Electric Power Co. of Japan, and a financial guarantee of $17.3 million to Westinghouse Electric International to finance equipment, materials and services required from the United States in the construction and initial operation of an 826-megawatt nuclear power plant at Takahama, Japan. U.S. dollar costs have been estimated at $67.25 million.

Westinghouse will supply the equipment and services, including fuel fabrication, and will also extend a loan to Kansai of almost $26 million.

The new plant will be of the pressurized water type and is expected to cost some $214 million and be operational by August 1974. The fuel required for the project will be processed by Allied Chemical Co. and the U.S. Atomic Energy Commission.

The part of the current Eximbank loan for equipment and services to be purchased from Westinghouse is to be repaid in 15 years and that part to be used to cover the cost of fuel conversion and enrichment is to be repaid in 5 years. Principal payments on both loans are to begin in April 1975. Interest on outstanding balances will be at the annual rate of 6%, payable semiannually. The loans are to be guaranteed by The Japan Development Bank.

XUM

U.S. exports to French market show small gain

Aircraft, computers lead sales; imports climb strongly during five-year period

U.S. imports from France grew more than three times as rapidly from 1964 to 1969 as our exports to that market. Nevertheless, deliveries consistently exceeded arrivals by a considerable margin. Although our overall trade with France grew by more than a third over the period, it lagged well behind the increase in our exchange of goods with the rest of the European Economic Community (EEC).

Shipments to France gradually diminished in relative importance during the period to 3% of our overall exports. In recent years, France has shipped 6% of its exports to the U.S. market.

U.S. exports to France expanded by less than one-fifth from 1964 to 1969, rising to $1.2 billion (based on Census Bureau data). Following unusually strong growth in the earlier year, these shipments moved within a narrow range of $1 billion until 1968. In that year, and again in 1969, they advanced considerably. The greater part of the increase in those two years was attributable to larger deliveries of four products—aircraft, computers, semi-conductor devices, and iron and steel-mill products.

In view of the rapid rise in French imports from the world, the modest advance in U.S. sales resulted in a steady deterioration in our share of that market. From 11% in 1964, the U.S. position fell to 8% last year. This drop was substantially more severe than the decline in our standing in the world market over the same period.

Machinery tops exports

Machinery has been of growing importance in U.S. exports to France. Expanding more than twice as fast as total shipments, sales in this product group approached a half billion dollars in 1969. This value represented nearly two-fifths of the total, compared with less than one-third five years earlier. Demand was principally for technologically advanced types of equipment to be used in the modernization of French industry.

Exports of transport equipment, overwhelmingly aircraft, advanced rapidly, reaching $120 million last year. In contrast, basic and miscellaneous manufactures, a group consisting of metals, textiles, and various other industrial and consumer items, showed little upward movement prior to the substantial rise of one-sixth in 1969. Until then, sales of these products hovered around the $200 million level. The remaining shipments were largely agricultural products, which changed only slightly in value during the period and thus were a declining factor in our export mix to France.

Aircraft, EDP sales surge

Civilian aircraft shipments, together with parts and engines, represented 10% of U.S. exports to France since 1967—a significantly higher share than in the immediately preceding years. Our standing in the French aircraft market fluctuated but the United States remained the principal supplier throughout the period.

Sales of long-range passenger and passenger/cargo jets were especially high in 1968 and 1969—amounting to around $75 million each year in keeping with the rising demand from French commercial airlines. Exports of aircraft engines and their parts followed a different course, moving upward until 1969 and then falling sharply. Reduced shipments of civilian jet and gas turbines for planes accounted for virtually the entire drop last year, as parts for engines declined only slightly. Some of the engines were destined for use in French aircraft, particularly the smaller Mystere, an executive jet marketed as the Falcon in this country. The major portion, however, consisted of replacements for use in planes purchased from the United States.

Also at variance with the pattern in aircraft were our sales of plane parts and accessories which followed a generally declining trend. The downward movement in these shipments, all of which were replacements, reflected increasing French self-sufficiency in maintenance of their air fleet, as well as competition from other members of the European Economic Community and Britain.

Efforts of the French Government and industry to improve management and production techniques, coupled with a shortage of skilled labor, resulted in a sharp growth in demand for electronic data processing equipment. Between 1964 and 1969, the number of computers in use increased almost six times to around 5,000, with U.S. exports and sales from American subsidiaries in Europe accounting for 90% of the market. By 1969, the value of U.S. exports of computers, parts, and related equipment had expanded to around $90 million, two and one-half times the 1964 level.

Instruments, semiconductor devices, and pumps and centrifuges were of increasing significance in U.S. trade with France. Exports of instruments for measuring and controlling purposes rose steadily until 1967. Although deliveries slipped thereafter, last year's value of $48 million was still around 50% larger than in 1964. After holding level for seven years, shipments of semiconductor devices advanced sharply in 1968. Last year they recorded another large gain to pass $30

U.S. trade with France

Year	U.S. exports to France	U.S. imports from France
	Million dollars	
1964	1,010.2	495.0
1965	973.1	615.3
1966	1,016.2	697.9
1967	1,034.8	690.1
1968	1,095.0	842.2
1969	1,195.3	842.5
	Percent change	
1964-1969	+18	+70

Source: U.S. Bureau of the Census

Leading U.S. exports to France

Commodity	1964	1969	Change, 1964-69
	Million dollars		Percent
Nonagricultural products, total	768.8	1,035.5	+ 35
Aircraft, parts, and engines	72.0	121.8	+ 69
Electronic data processing equipment and accessories	33.4	88.3	+164
Measuring and controlling instruments	32.9	48.3	+ 47
Semiconductor devices and parts	18.7	30.7	+ 64
Tractors and parts	26.2	30.2	+ 15
Iron and steel-mill products	8.1	30.1	+272
Materials handling equipment	13.8	26.1	+ 89
Coal	18.9	24.2	+ 28
Organic chemicals	24.7	23.2	− 6
Copper	21.8	21.1	− 3
Construction and mining machinery	23.3	20.6	− 12
Pumps, centrifuges, and parts	7.9	20.1	+154
Agricultural products, total	149.3	139.7	− 6
Soybean oilcake and meal	21.3	43.0	+102
Wood pulp	14.2	15.3	+ 8
Wheat	8.8	15.2	+ 73

Source: U.S. Bureau of the Census

million. An almost uninterrupted rising trend characterized U.S. sales of pumps and centrifuges.

By contrast, our exports were sluggish or turned downward in some machinery lines. Shipments of tractors—predominantly tracklaying and contractors' off-highway types—rose only moderately. Despite a recovery in sales in the past two years, construction and mining machinery deliveries were still short of levels reached previously. The market for our metal-working machine tools, a substantial $15 million export in 1964, contracted sharply. By 1969, shipments were not much more than half of the earlier value.

Growth in chemicals limited

Increased competition from other EEC countries and expanded production in France limited the growth in exports of most types of chemicals. Shipments of organic chemicals were affected by declining sales of hydrocarbons. On the other hand, U.S. exports of medicinals increased steadily, largely on the strength of expanding sales of bulk antibiotics.

Exports of iron and steel-mill products registered exceptional growth in 1969, reaching $30 million, approximately four times the average value of shipments in 1964-68. The unprecedented rise in sales was not limited to France but extended to a number of other West European countries as production facilities were unable to cope with the burgeoning demand.

Record French steel production in 1969 stimulated U.S. shipments of bituminous coal, mostly for coke production. Last year's surge, culminating a period of erratic movements, brought these sales to the highest value of the decade. On the other hand, copper deliveries, which also moved irregularly, fell to less than $20 million in 1969, the lowest level of the period.

Soybean oilcake and meal has been the leading U.S. farm export to France in recent years. Deliveries of this feedstuff more than doubled to over $40 million. By contrast, U.S. shipments of soybeans plummeted from nearly $10 million in 1964 to just over half a million in 1969. Indications are that actual exports of oilcake to France were considerably higher than U.S. official statistics reveal because of transshipments through third countries.

Wheat shipments declined in each of the past two years following a period of expansion. This reduction stemmed from increased local production, stimulated by higher grain prices in France since 1966 as a result of the EEC's Common Agricultural Policy. Since soft wheat is the principal product grown, however, demand continues strong for U.S. high quality hard wheat for mixing purposes.

U.S. exports of cotton have trended downward in recent years. By 1969, these deliveries were only a fraction of their 1964 value. The decline in shipments stemmed from reduced U.S. export availabilities due to a series of small crops, greater foreign supplies of cotton, and wider use of manmade fibers in France.

This article and accompanying tables and chart were prepared by the International Trade Analysis Division of the Commerce Department's Bureau of International Commerce, from U.S. Census Bureau statistics.

Imports climb

The pattern of U.S. imports from France between 1964 and 1969 differed substantially from the behavior of our exports to that country. Unlike exports which showed little change until the increases of the past two years, imports climbed in spurts and at a faster rate. By 1969, U.S. purchases of just over $840 million were seven-tenths greater than in 1964. Except for Belgium, however, our imports from other EEC countries expanded more rapidly. The French share of the U.S. import market slipped fractionally to 2.3% last year, after approaching 3% in 1965 to record its highwater mark for the period.

On the heels of a rise of one-fourth in 1965 and a smaller but sizable gain the following year, our imports from France declined slightly in 1967. The falloff that year was partially attributable to the slowing of the U.S. economy. The civil disturbances in May and June 1968 do not appear to have inhibited significantly the inflow of French goods—for the year as a whole, the rise was more than one-fifth. Much of this big advance stemmed from strike-related buying of steel and, to some extent, copper. In 1969, imports from France stagnated, reflecting the absence of the unusual demand factors prevalent in this country the preceding year, the slackening in U.S. economic growth, and the sharp surge of demand in France.

The import mix of the last few years was little different from the pattern that developed in 1965 and 1966. Since then, industrial supplies rather than consumer goods have been the principal component of U.S. imports from France, accounting for roughly two-fifths of this inflow. Similarly, purchases of capital equipment expanded to one-sixth of the total, nearly double the share in 1964. Foods and beverages also became a larger factor in this trade.

In contrast, the share of French consumer goods dropped significantly, counter to the overall U.S. trend. Sluggishness in these imports reflected weakening of markets here for a number of traditional

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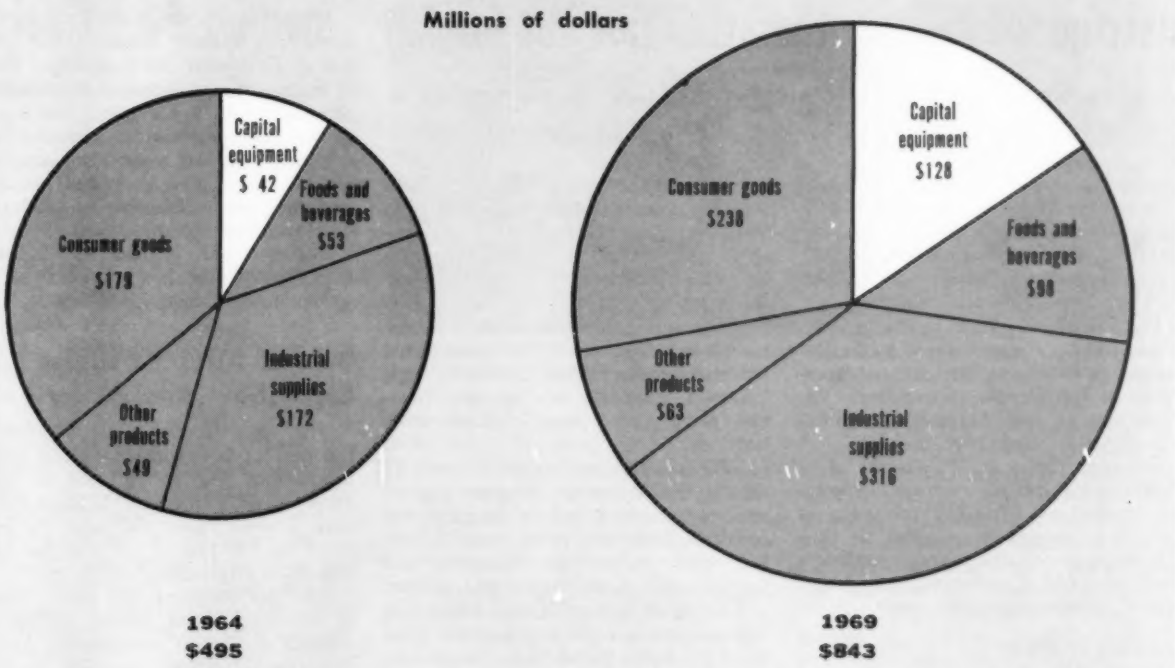
Capital equipment is fastest growing U.S. import from France



French items as a result of competition from other exporting nations and U.S. made French-type products.

Steel leads purchases

Iron and steel-mill products have become the leading import from France. Under the stimulus of strike threats in the U.S. industry, our steel purchases jumped in both 1965 and 1968. Even after labor settlements were reached, however, imports of these products held at or close to the higher levels. As a result, arrivals of iron and steel—principally pipes and tubes, wire rods, angles and shapes, and plates and sheets—were $120 million in 1969, two and one-half times the level in 1964.

The inflow of French alcoholic beverages, meanwhile, increased steadily, doubling over the period to over $75 million last year. France remains this country's prime source of imported wines, accounting for close to half of the total. Brandy was also a prominent item, though in value it was only a third as important as wine.

Our purchases of French paintings were substantial—generally between $30 and $40 million annually. Last year, these imports trailed only iron and steel and wines and represented almost half of the foreign works entering the country. Most paintings were priced under $250 each but some ranged as high as $100,000.

U.S. imports of cars from France fluctuated widely between 1964 and 1969 without, however, establishing any definite trend. As our purchases of other foreign-type autos expanded during the period, French cars represented a decreasing portion of imports from overseas sources.

By contrast, imports of automotive tires expanded sharply. Tires for cars, especially as original equipment, accounted for the bulk of the total; those for trucks and buses, for the remainder. A widely advertised brand-name radial tire, primarily responsible for the sales success of French tires in this country, has become standard equipment on a leading U.S. prestige car.

Aircraft imports from France have been of two types—the Nord 262, a small propeller driven plane used by commercial feeder lines, and the Falcon, the executive jet imported and distributed by a large U.S. airline. These deliveries have fallen sharply since reaching their peak in 1966.

Imports of most French consumer products other than cars expanded over the period. Purchases of optical goods, largely sunglasses and eyeglass frames, increased by three-fourths since 1964. Footwear scored an even sharper gain, in line with the increasing share of women's shoes supplied from abroad. Wearing apparel, too, enjoyed a gradually rising market. On the other hand, U.S. purchases of perfumes and cosmetics showed little change.

Business and textile machines became substantial items in our machinery imports from France. Arrivals of accounting and other office machines and parts climbed strongly in most years. Textile machinery imports were small until the development of a heat set twister led to a doubling of the inflow between 1967 and 1968 to a value of $15 million. Purchases advanced a bit further last year as France retained its technological lead in the making of twisting machinery.

BIAS to include U.S. exhibition; Italian instrumentation, automation fair set for fall

About 80% of computer terminals sold in Italy supplied or made by U.S. firms or affiliates; American market share expected to increase

American makers of computer terminals and peripheral equipment will have the opportunity to join with the U.S. Department of Commerce next fall to seek new export outlets in Italy's rapidly expanding electronics equipment market.

The vehicle will be a U.S. exhibition of computer equipment staged by the Department's Bureau of International Commerce at the Biennial International Instrumentation and Automation Exhibition, BIAS, in Milan, Nov. 20-26.

The U.S. display at BIAS is one of 23 Commerce-sponsored overseas commercial exhibitions scheduled this year as part of a stepped-up program to help U.S. firms boost their export profits. It marks the first Commerce participation in this international sales event.

Dynamic market

Industrial modernization and expansion and increased use of new management techniques are making Italy a dynamic market for computers. Commerce studies show that installed computer capacity will increase almost threefold by 1975, enhancing the business potentials for U.S. firms.

An estimated 80% of the computer terminals sold in Italy are supplied either by manufacturers in the United States or by their subsidiaries in Europe. The U.S. share of the Italian market is expected to increase over the next few years as new American computers with multiprogramming capabilities, as well as advanced systems that can be linked to hundreds of terminals and related equipment are introduced.

Some of the products in greatest demand by Italy's industry include alphanumeric displays, keyboards and line printers; point-of-sale machines; small process control computers low-speed line controllers; modems; pattern-recognition equipment and telecommunication typewriters; digital plotters, source-of-entry and teleprinter terminal systems; point-plotter displays; light pens; vector displays, and remote job-entry sets.

Also, communications computers equipped with terminals; line equalizers and multiplexers; data transcriber systems; keyed data recorders and high-speed printers; on-line and off-line data terminals; badge readers; single card readers; flying spot digitizers; encoders; time-sharing and logging typewriters; medium-speed and high-speed line controllers; acoustic couplers; and computer tape transport, electronic data terminals (thermal printer) and data communication stations.

Industries with the highest sales potential for U.S. computer terminals and peripheral equipment include chemicals and petrochemicals, petroleum and oil, iron and steel, automotive, electronic and telecommunications, paper and rubber.

To support U.S. exhibitors, Commerce will conduct a market promotion campaign in Italy, Switzerland, Yugoslavia, France and Spain to attract prospective buyers, agents and distributors.

Although the Commerce Department will be entering BIAS for the first time, U.S. manufacturers have found Italian and other European buyers through past Commerce-sponsored shows in which computer equipment was featured.

Thirty-six U.S. makers of electronic data processing equipment shared in $1.8 million worth of business in a year following a March 1968 show at the Frankfurt Trade Center and appointed 28 agents. The 34 U.S. exhibitors of computer graphic displays at the London Trade Center in January 1969 wrote floor orders of $728,000 and predicted they would do an additional $5.7 million worth of overseas business in a year as a result of the show.

The 51 U.S. exhibitors in a show of industrial process controls and computers at the U.S. Trade Center in Milan in November 1968 signed eight agents to handle their products on a long-term basis.

More information and an Exhibitors Export Market Guide, IMIS 70-15, may be obtained from the U.S. Department of Commerce, BIC-944, Washington, D.C. 20230 (202-967-4508) or from any of the Department's Field Offices.

Fall technical exhibition, conference planned in U.K.

London is the site of the Oct. 6-10 International Science, Research and Technology Exhibition and Conference which is open for participation by American companies.

The show will aim at advanced technology now in use, introducing new techniques and scientific disciplines, and demonstrating and discussing research and development procedures.

For more data, contact R. W. Boardman, Exhibitions Ltd., 8 Leicester St., Leicester Sq., London, W.C.2.

Buenos Aires schedules Expo-Show this winter

The latest technical improvements in the field of communications and artistic productions will be featured at Expo-Show, the First International Show Exhibition. Buenos Aires will host the event from Dec. 19-Jan. 17, 1971 at the Sociedad Rural Argentina's fair grounds.

The five pavilions will house displays of television, radio, motion picture and satellite equipment, components and accessories, advertising agencies, transmission equipment, musical instruments, projection equipment, theater supplies and services and studio laboratories. Demonstrations showing the filming of commercials and performances by communications personalities are planned.

For additional information on Expo-Show, write: Dicla S.C.A.: Expo-Show Organisator Firm, Sariento 320-ler. Piso, Buenos Aires, Argentina.

Medical exhibition planned in Vienna during October

The organizers of the third IFAS, the International Exhibition of Doctors and Hospital Supplies, have invited American manufacturers and exporters of hospital and medical supplies to exhibit in the event. IFAS will occur in Vienna Oct. 21-25.

The exhibition will coincide with the Van Switen Society meeting also in Vienna, which is expected to attract a larger audience of medical personnel to IFAS.

Further information may be obtained from: Arbeitsgemeinschaft fur Fachausstellungen, Loquaiplatz 13, Vienna 6, Austria.

XUM

German electronics show projects year's sales of $3 million

Forty-nine American manufacturers and suppliers of sophisticated materials for the electronics industry were represented by 39 exhibitors in a Mar. 16-20 exhibition at the U.S. Trade Center in Frankfurt. Sales projections of over $3 million and floor orders of $167,807 were reported after the show.

The exhibition attracted 933 trade visitors and was accompanied by a two-day symposium which included papers by several U.S. and German experts in the electronics field.

Six of the exhibitors were seeking European agents; five were contracted at the event and 23 negotiations were under way at its end. Penn Engineering and Manufacturing Corp., of Philadelphia signed the five agents who will represent them in Germany and four neighboring countries.

A leading sales maker in the show was the Hamilton Watch Co., Lancaster, Pa. Introducing its line of precision rolled strip and photoformed parts, the company estimates that sales in Germany will increase by $200,000 in the next year due to participation in the Trade Center show.

Other U.S. participants in the exhibition include: American Lava Corp., Chattanooga, Tenn.; Budd Co., Newark, Del.; Carborundum Co., Niagara Falls, N.Y.; Carpenter Technology Corp., Reading, Pa.; Chartpak Rotex, Santa Ana, Calif.; Chemcut Corp., State College, Pa.; Connecticut Hard Rubber Co., New Haven; DEA Products Inc., Tempe, Ariz.; Sethco International Inc., Freeport, N.Y.; Varo Gyrex Products, Santa Barbara, Calif.; Dexter Corp., Olean, N.Y.; Dow Corning Corp., Hemlock, Mich.; Dynachem Corp., Santa Fe Springs, Calif.; Eastman Kodak Co., Rochester, N.Y.

Eastman Chemical Products Inc., Kingsport, Tenn.; Electro-Science Laboratories Inc., Philadelphia; Epoxy Technology, Inc., Watertown, Mass.; B. Freudenberg, Inc., New York; Indiana General Corp., Keasby, N.J.; Kawecki Berylco Industries Inc., Reading; Kester Solder Co., Division of Litton Industries, Chicago; Litton Precision Products International Inc., Germany, representing Fortin Laminating Corp., San Fernando, Calif. and Airtron, Division of Litton, Morris Plains, N.J.; London Chemical Co., Evanston, Ill.; Materials Research Corp., Orangeburg, N.Y.; Mechanization Associates, Mountain View, California.

Megatron KG, Chemtron Division, Germany, representing Aremco Products, Inc., Briarcliff Manor, N.Y. and Clark Electronics Laboratories, Santa Ana; Monsanto Co., St. Louis; New England Laminates Co., Inc., Stamford, Conn.; Opticon Chemical, Division of Dynalysis Inc., Palos Verdes Peninsula, Calif; Permacel, New Brunswick, N.J.; G. T. Schjeldahl Co., Northfield, Minn.; Shipley Co., Inc., Newton, Mass.; Spaulding Fibre Co., Tonowanda, N.Y.; Texas Instruments, Inc., Metallurgical Materials Division, Attleboro, Mass.; Union Carbide Europe S.A., Geneva; Matheson Gas Products, East Rutherford, N.J.; CRC Chemicals, Dresher, Pa.; ECC Chemicals Corp., Burlington, Mass.; Wornow Process Paints Co., Los Angeles; Alpha Metals, Inc., Jersey City, N.J.

ELECTRICAL EPOXY CONDUCTING, used with hybrids, was on display in the Epoxy Technology booth at the recent Frankfurt-U.S. Trade Center show. Above, two company officials, right, explain their product.

PRINTING PROCEDURES for the Mini-Compact Model 2, shown by Wornow Process Paint Co., left, are being discussed. On the right, the RF Sputter/ Etching System exhibited by Materials Research Corp., Orangeburg, N.Y., is under investigation by one of the 933 trade visitors who registered for the show.

Japan's market for advanced computers target of all-U.S. exhibition in October

U.S. exporters of computers and peripheral equipment to supply $105 million in goods to Japan this year; large digital computers needed

Japan's booming economy, the fastest growing among the world's industrialized nations, has opened challenging new business opportunities for American makers of advanced electronic computers and peripheral equipment.

To help U.S. firms in further penetrating this market, the U.S. Department of Commerce will sponsor a trade show Oct. 12-17 in Tokyo. Staged by the Department's Bureau of International Commerce, the all-U.S. show will feature a cross-section of the most advanced computers and peripheral equipment American industry has to offer.

In 1969, U.S. companies supplied more than $91 million worth of computers and peripheral equipment to Japan. U.S. exports of such machines and equipment to Japan this year are expected to exceed $105 million, making that nation one of the largest markets in the world for these products.

Installed computer systems in Japan reportedly may reach 10,000 units by 1972, a dramatic increase over the 5,600 in use in 1969. Domestic output, which increased 148% in value during 1966-68, is expected to supply a large portion of these future needs, which stem from labor shortages coupled with rising production costs. However, imports of certain advanced equipment, peripherals and software will be required to fill acknowledged technical gaps in key categories.

Commerce's market research points up the following U.S. products as possessing high sales potential in the Japanese market: large-scale digital computers; character-recognition equipment; optical character readers; electronic handwriting systems; keyboard encoders; numerical control units; CRT light sensing pen systems, and selected software and services.

Other highlights of the market study disclose that more than one-half of Japan's import requirement of large-scale digital computers is supplied by U.S. companies.

The magnetic ink and optically sensed character imprinter market is totally supplied by imports, with keen interest shown in U.S. products. Mark sensing equipment is relatively new in Japan. American equipment is held in high regard because of technical superiority.

Optical character reader demand continues, with imports accounting for 70 to 80% of current needs.

CRT light sensing pen systems and electronic handwriting systems, now limited in application, are judged to have a high future potential.

The demand for software is expected to reach $28 million by 1972, an estimated 233% increase over 1969.

This event will mark the first all-U.S. show of computers and peripheral equipment mounted in Japan by the Commerce Department.

More information and an Exhibitors Export Market Guide, IMIS 70-18, may be obtained from the U.S. Department of Commerce, BIC-936, Washington, D.C. 20230 (202-967-4511), or from any of the Department's Field Offices.

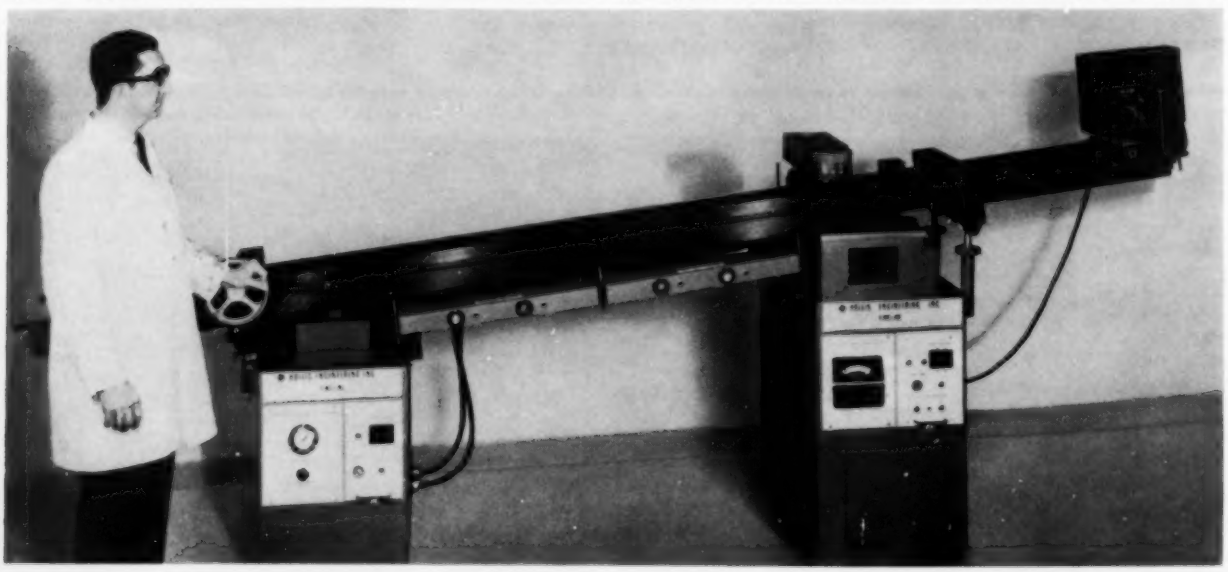
EUROSNACK will offer services, supplies needed by catering concerns

EUROSNACK, the International Trade Fair for Snackbar Services, will be staged for the first time Nov. 7-11 in Cologne by the Cologne Fair Authorities.

The new event will feature displays of goods including fine foods and provisions, soft drinks, ready-meals, frozen foods, sausages, and everything suitable for grilling and frying. The technical section of the fair will show refrigeration, deep-frying and cold storage equipment, sales trolleys and other equipment and supplies used in snackbars, grills and cafeterias.

Write Messe- und Ausstellungs GmbH, 5, Koln-Deutz, Postfach 210760.

AMERICAN FIRMS often enter foreign trade shows for exposure to new markets. The fineline automatic soldering system, pictured below, was displayed by Hollis Engineering in Electromash '70, a January technical exhibition in Moscow. The ten-year-old Nashua, N.H. firm reported spot sales and over 100 inquiries by electronic systems manufacturers. Hollis, which employs extensive participation in overseas promotions, has representatives in 23 countries.



XUM

Growing environmental test device market in Scandinavia aids U.S. sales prospects

Stockholm Trade Center show aims at four country market now valued at $7 million annually; test chambers, computers among salable items

The Scandinavian market for environmental test equipment, now at the $7 million level annually, is expected to increase more than 40% during the next three to six years.

To help U.S. manufacturers take advantage of this growing sales opportunity, the U.S. Department of Commerce will sponsor an environmental test equipment show, Sept. 28-Oct. 3, at the U.S. Trade Center for Scandinavia located in Stockholm.

Major potential buyers in Scandinavia include makers of automotive, aeronautical, electronic, marine, ordnance, and consumer products; engineering and architectural service firms; Government laboratories; and private research and development groups.

The primary interest of these potential buyers in U.S.-made equipment centers around test chambers and instruments, automatic control systems, data processing equipment, and peripheral devices for advanced environmental testing procedures.

Faced with growing competition from foreign suppliers, in both domestic and export markets, many Scandinavian industrial firms are beginning to invest in environmental test equipment or are accelerating development and testing of new or improved products.

Equipment spending

Spending for environmental test equipment during the next three to six years by the electronics and automotive industries alone is expected to climb by nearly 60%.

Market studies undertaken by the Department's Bureau of International Commerce, which will stage the Stockholm exhibition, indicate that the following products have high sales potential in Scandinavia:

► Chambers and rooms—space simulators, high and low temperatures, humidity, altitude, combined environments, salt and spray, rain and sunshine, sand and dust, and clean rooms and equipment.

► Shock and vibration systems and equipment—shock and vibration analyzers and transducers, impact recorders and indicators, shock testing controls and instruments, amplifiers (low-frequency and subaudio), accelerometer calibration systems and readout devices, vibrators and controls (hydraulic, electronic, and ultrasonic), spectrum analyzers, mechanical impedance measuring systems, and vibration meters.

► Computers and auxiliary equipment—data acquisition and reduction systems, data analysis instrumentation, and digital readout indicators.

► Other—temperature and humidity controls, temperature and pressure gages, liquid gas systems and accessories, and cryogenic controls.

Commerce will mount a major market development campaign to alert Scandinavian buyers, trade leaders, and potential agents and distributors and interest them in attending the show.

A previous Commerce-sponsored show of environmental test equipment resulted in impressive sales figures for exhibitors. Twenty-five participants in an exhibition at the U.S. Trade Center in Tokyo, November 1968, sold $1.4 million of equipment during the year following the show. Seven of the exhibitors were selling in the market for the first time.

U.S. manufacturers of environmental test equipment interested in the Commerce Department exhibition at the U.S. Trade Center in Stockholm, Sept. 28-Oct. 3, may obtain an Exhibitors Export Market Guide, IMIS 70-13, and further information from the U.S. Department of Commerce BIC-946, Washington, D.C. 20230 (202-967-5751) or from any Commerce Field Office.

Office equipment fair set for Madrid in November

The 10th annual SIMO, the International Monographic Samples Fair of Office Equipment and Information, is open to American makers and exporters of modern office equipment and supplies and data processing equipment. The event is scheduled Nov. 7-16 in Madrid.

This year a three-day technical seminar featuring both Spanish and American experts discussing topics such as computer applications in a variety of fields has been proposed.

At the last SIMO held November 1969, 162 exhibitors mounted displays representing companies from 16 nations, including 78 American firms. Approximately 80% of the 100,000 visitors were trade representatives.

For further information on the exhibition and seminars, write: CITEMA-Centro de Informatica, Tecnia y Material Administrativo, Plaza Conde Valle de Suchil, 8, Madrid 15, Spain.

Amsterdam to host two technical fairs scheduled for autumn

Two technical exhibitions and accompanying seminars are scheduled for October in Amsterdam: AQUATECH '70, Oct. 20-24, and RECUPERATIE '70, Oct. 27-31. Both events are organized by EUROPORT Tentoonstellingen, N.V.

AQUATECH is an annual event which was first held in 1968. At the October 1969 show, 120 exhibitors represented firms from six countries. Foreign distributors represented 22 American manufacturers. Over 70% of the 12,000 show visitors were considered trade representatives.

Exhibits at the show will include treatment, storage, transport and water usage equipment. U.S. firms may find promising markets for water treatment and monitoring equipment.

RECUPERATIE, which its organizers consider the first international exhibition for the reclamation of raw materials from waste products, will be alternated between the Netherlands and Germany.

Scrap non-ferrous metals, waste textiles, waste paper, plastic and rubber waste materials are reclaimed to suitable raw materials. Machinery, services and production systems employed in reclamation will be on display in the fall show.

Products for exhibit are: bulldozers and other heavy-duty machines such as cranes, crushers, fork-lifts, winches, trucks and pulverisers; chimneys; dust extractors; explosives, incinerators, and fire-protection equipment; laboratory equipment; magnets, oil reclamation plants; pulleys, pumps, shears and staplers; scales; boilers; welding equipment; waste burners and reduction equipment.

For additional information on these two events and technical meetings scheduled, contact NEDEX Vakbeurs N.V., Hoogstraat III, Rotterdam.

Swedish show signs six agents; projects $3.6 million in sales

DISPLAYING DRILLING MACHINES, Excellon Industries of Torrance wrote $10,000 in floor sales and is making first year predictions of $500,000. The Perkin-Elmer Corp. tied with Excellon as show sales leader.

NORDIC VISITORS view one of the machines on exhibit at the Eubanks Engineering Co. booth, above, as a Universal Instruments official, below, discusses a component insertion machine with several businessmen.

Electronics production and test equipment displayed at the U.S. Trade Center for Scandinavia Mar. 11-17 by 31 American companies returned $161,288 in book orders and projections of $3.6 million for first year sales.

During the exhibition at Stockholm, which drew 1,292 visitors and saw 11 firms enter the Nordic market for the first time, six agency agreements were signed. At the show's close, 19 other candidates for representatives were under review.

Highest 12-month sales projections made at the electronics production show—$500,000—were reported by two California exhibitors: The Perkin-Elmer Corp. of Palo Alto, which also made immediate sales of $15,000, and Excellon Industries of Torrance, with floor orders of $10,000. Eleven of the 31 participants recorded $100,000 or more in first year anticipated sales.

The Hartford, Conn., firm of Gerber Scientific Instruments estimated $400,000 in post show sales for their large area coordinate digitizer. Other substantial sales estimates from the show were made by Hi-G Inc., Windsor Locks, Conn., with $250,000 and California Computer Products, Inc., of Anaheim with $200,000.

Other U.S. companies in the exhibition were: AIL, Division of Cutler-Hammer, Inc., Deer Park, N.Y.; American Optical Corp., Buffalo, N.Y.; Bishop Graphics, Inc., North Hollywood, Calif.; W. H. Brady Co., Milwaukee; Calx, Inc., Lynn, Mass.; Chemcut Corp., State College, Pa.; Eastman Kodak Co., Rochester, N.Y.; E-H Research Laboratories, Inc., Oakland, Calif.; Eubanks Engineering Co., Monrovia, Calif.; B. Freudenberg, Inc., New York; Graphics Electronics, Inc., Ladd, Ill.; GTI Corp., Meadville, Pa.; Hollis Engineering, Inc., Nashua, N.H.

Hughes Aircraft Co., Los Angeles; Hysol Division, Dexter Corp., Olean, N.Y.; Intercontinental Trade Corp., Evanston, Ill.; Northeast Electronics Corp., Concord, N.H.; Plato Products, Inc., El Monte, Calif.; Polymetrics, Inc., San Carlos, Calif.; Simonds Machine Co., Inc., Cambridge, Mass.; The Superior Electric Co., Bristol, Conn.; Teradyne, Inc., Boston; Universal Instruments Corp., Binghamton, N.Y.; USM Corp., Boston; S.S. White Division, Pennwalt Corp., New York; The Zippertubing Co., Los Angeles.

XUM

Canada is still No. 1 for us

Despite inflationary curbs in both countries, U.S.-Canada '70 trade mutually heads list

By BORRIE I. HYMAN
Commercial Officer,
U.S. Embassy, Ottawa

With both countries seeking to curb inflation by restraining total spending, growth in U.S.-Canadian trade in 1970 is likely to be no more than moderate. Nonetheless the volume of goods exchanged this year will be enormous, on the order of C$23 billion, and each country will remain the other's best trading partner. Moreover, the economic and trading vista later in the 70's seems very bright.

In 1969, using Canadian trade statistics, that country's total merchandise imports were C$14.2 billion, of which C$10.3 billion, or about 73%, came from the United States. Overall, imports went up in value about 15% and those from the United States climbed 14%. This year the rate of increase of imports from all sources will be less, probably about 10%, reflecting the estimated drop in real gross national product growth to about 3%, higher unemployment, declining corporate profits, a period of difficult wage negotiations and the prospect that prices and wage costs will respond only sluggishly to anti-inflation efforts.

As a rough estimate, total Canadian imports in 1970 may amount to some C$15 to 16 billion. The U.S. share should be about C$11 billion, with capital goods and motor vehicles and parts holding their usual dominant shares.

Beyond the economic problems just noted, other topical issues are currently arousing a mixture of concern and uncertainty in business circles. These issues, which can only be touched upon here, include a White Paper of the Federal Government proposing fundamental changes in taxation, a recent announcement that consumer credit controls would be introduced later in the year—for the first time in 20 years—and the intention of the Government to establish a policy to control foreign ownership of Canadian business. Specific guidelines restricting the percentage of foreign ownership of uranium resources were announced in March. The broader policy is expected to be made public by this summer.

In Canada, perhaps more than in other countries, the businessman must also keep a watchful eye on economic trends in the United States. The two countries are so closely linked in the movement of goods and capital and by multinational corporations and labor unions that major economic currents in one country inevitably cross political boundary lines. This close relationship is currently very evident in the way price increases in the United States are contributing to inflation in Canada.

Having outlined some of the issues and uncertainties likely to rein the Canadian economy and trade to a modest pace this year, one must also report the distinct impression that 1970, and perhaps 1971, are transitional years, during which Canada will be gathering strength and plotting direction for a new period of extraordinary growth. This new surge of activity should encompass not only resource development as in the past, but also more sophisticated and rationalized secondary manufacturing and social improvements —all of which will require heavy imports of capital goods and open new doors for licensing arrangements, joint-venture investment and managerial and engineering services. Even this year will have its bright spots for many United States exporters to Canada.

Highly varied market

It cannot be said too often that one cannot generalize about the market in a nation as vast and varied as Canada. The country should be seen at least as several regions, but even within that breakdown, distinctions must be made among provinces and even within large provinces such as Ontario and Quebec. Alberta, British Columbia and Ontario are now enjoying the most rapid economic growth. The latter province, for example, should be seen as more of a market for goods and services dealing with the most advanced production equipment, pollution control and urban transportation, while the Prairie Provinces, based chiefly on agriculture and mineral exploitation, vary widely in economic development.

Nova Scotia, with one of the highest annual growth rates in capital investment in the entire country, is well along in efforts to attract major new industry and develop the latest in container facilities.

Quebec, in the past few years, has become much more oriented toward technological advances. Opportunities are strong for production machinery for new industries and for joint ventures which can bring to the province industrial know-how and managerial experience.

Current and near-term trade opportunities in Canada, compared to those in other industrial countries, are so vast and cover so many industries that a short survey of this nature can call attention only to a few areas of special interest to American business. Exports of capital goods and automobile vehicles and parts should continue to loom largest among broad categories of goods. The less buoyant automobile market on each side of the border, plus the rapidly growing Japanese competition may, however, cause some moderating of the generally upward trend which has distinguished the exchanges between the Canadian and American automobile industries since the Automotive Products Agreement of 1965.

Other consumer durable goods are also going through a period of lowered demand which may be further depressed when the Government imposes later on this year the credit restrictions promised in the annual budget message. Some observers, however, doubt that the fairly mild program of credit restriction will, in itself, substantially affect sales.

For capital investment goods the prospects are better, notwithstanding the Government's program to reduce domestic demand. Estimates of the increase this year in capital spending by private firms run from about 9 to 14%, with the actual figure more likely to be in the lower part of that range. This information suggests that business planners are not being discouraged by the outlook this year but rather are looking beyond and laying the productive foundations for increased domestic and export demand a year or two hence.

There is also a qualitative factor behind these estimates of capital spending. In the tough competition in home and

foreign markets, much of Canadian industry—with firm Government support—is making technological innovation a prime goal. A good example of this approach is the current campaign of the Electronic Industries Association of Canada. The association has made a bold appeal to Parliament arguing that its industries cannot survive—and that Canada cannot survive as an industrial nation—without technological progress based on government support. With the statement of its position, the association sent to each member of Parliament a copy of *The American Challenge* by J.-J. Servan-Schreiber.

Actually the Government is already aiding the electronics and other industries with several programs providing research and financial assistance.

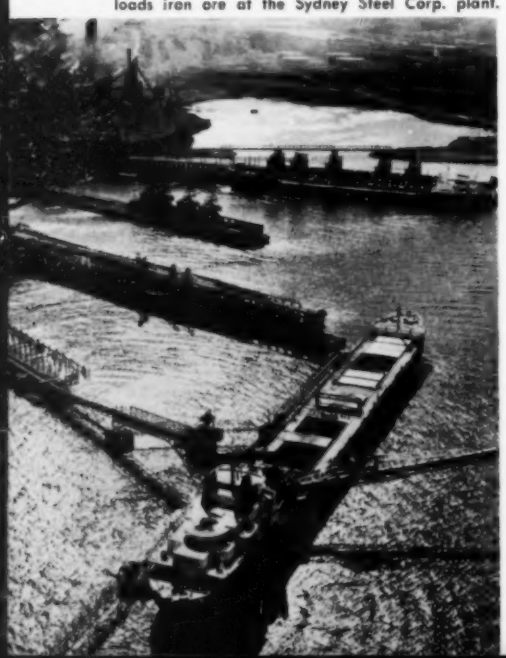
In any event, the electronics industry's desire to sharpen its competitive edge and take up slack caused by cuts in defense spending in Canada and the United States coincides nicely with plans of the U.S. Department of Commerce to open its first Canadian exhibition this fall in Toronto. A solo presentation, the show will be devoted exclusively to production equipment for the electronics industry. American manufacturers should find participation in the show a rewarding investment.

The construction industry is another area where innovative materials, equipment and techniques are in high demand, even though the outlook for this year is a dollar volume of about C$14 billion, very close to the level of 1969, and including many projects carried over from 1969. To try to resolve the housing shortage and cut costs in all construction, the industry is giving more and more attention to off-site fabrication, modular techniques and system building. A construction element with an immediate and growing demand is the unitary climate control system for all-year use in dwellings.

Components for trailers are seen by the Consulate General in Calgary as a most promising export opportunity for American manufacturers. The production of mobile homes, campers and industrial housing units is largely concentrated in the Province of Alberta. Production has shown a substantial growth. From about C$50 million in 1968, output is expected to be about double that figure this year.

Alberta, as a landlocked province, is also looking for new methods to transport goods, and much interest is being directed to solids pipelines which could move coal, wheat, wood pulp and wood chips.

NOVA SCOTIA IS WELL ALONG in efforts to attract new industry and develop the latest in container facilities. Here, a modern bulk carrier unloads iron ore at the Sydney Steel Corp. plant.



Pollution fight has priority

As in most of the industrial world, pollution control and noise abatement are high on the priority lists of all levels of government in Canada. Business opportunities are extensive and will become more so as minimum standards and more severe penalties for pollution are established. The most important piece of federal legislation now pending in this sphere is the Canada Water Act, which may be approved before summer. Meanwhile, at the municipal and provincial level other measures are being taken so that industries and municipalities are already having to plan specific anti-pollution programs.

Demand for pollution control equipment will be high in the principal cities, such as Toronto, Montreal, Quebec, Calgary, Edmonton and Vancouver; in the public utilities and in the steel and forest products industries.

Sensitivity to pollution is also stimulating a multi-million dollar capital expenditure program by Canada's oil refineries for the production of unleaded gasoline. One survey estimates that the changeover, now in the planning stage, will require C$400 to 500 million over the next several years.

Canada is second only to the United States in the percentage of GNP (0.48%) it spends on computers. This emphasis will continue, but at present the suppliers of hardware and application services are going through a somewhat painful period of intense competition in the context of a temporarily lean market due to the general slackening of the economy. The smaller leasing, time-sharing and consulting companies are having the hardest time, but even the manufacturers are reported to be engaged in price cutting.

Adding to the industry's current concerns is uncertainty over two possible government actions. In one instance telecommunications companies might be permitted to enter the computer services field. The other action could restrict the role of American computer service firms operating in Canada by data communications lines linked to hardware located in the United States.

However these issues are resolved, the Minister of Communications has predicted that expenditures in Canada in the 1970's on computer and information systems will be on the order of C$16 billion. This level of acquisition, he believes, will just permit Canada to keep pace with developments in the United States. Some specialists think that much more than the Minister's estimate will be spent in this area.

Petroleum exploration now in progress in the Canadian Arctic, in the region of the Alaskan North Slope finds, already has created strong demand for the specialized equipment necessary to work and live in the Far North. If the great expectations for Arctic oil and gas in Canadian territory are realized, the next important phase will be transportation. The possible use of tankers through the Northwest Passage is receiving worldwide attention, but at the same time studies are also being made of equally impressive projects to bring gas and oil via pipelines from Canadian and Alaskan fields to points in Canada and the United States. These could be massive undertakings; one, for example, would employ 48-inch pipe over a distance of some 1,700 miles at a cost of $2.2 billion.

The solo exhibition this fall on production for the electronics industry marks the beginning of a new interest in official U.S. trade show activity in Canada. Planned for the future is national participation in some of the industrial shows produced by Canada's major organizers of trade fairs and exhibitions. American firms will be invited to take space in the U.S. area, an arrangement that companies new to the Canadian market may find particularly advantageous. In addition to participating under the umbrella of the Department of Commerce, American firms should keep in touch with that agency's field offices for news of the many other trade shows mounted in Canada by highly experienced exhibition producers.

Even though Canada is close to the American business office by telephone or personal visit, much time and expense can still be saved in the search for market information by checking first with a Department of Commerce Field Office.

XUM

India: salesmen wanted

United States is main trading partner, but many business chances are overlooked

By FRANK S. WILSON
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A billion dollars in two-way trade moves annually between the United States and India. Yet no major market in the world is more frequently overlooked and forgotten by American sales representatives than India!

While many hundreds of American businessmen visit India each year to investigate new investment opportunities and check on the progress of some of the more than 300 existing Indo-American ventures, it is a red-letter month when more than two or three Americans directly concerned with developing export sales for their companies visit India. A notable exception to this situation was last September's visit of the TWA MarketAir Trade Mission to Bombay, where in a brief three days' stay 29 American executives made contact with more than 150 Indian businessmen.

U.S. in unique place

As India's foremost trading partner, both in exports and imports, the United States occupies a place of unique importance in India's foreign trade. India buys some $700 million annually from the United States of which about 22% in the most recent year for which data are available was paid for by India's own free foreign exchange. The remainder was financed under Agency for International Development (AID) and Food-for-Peace programs. It also sells more than $300 million annually to the U.S.

To be sure, selling U.S. exports to India is not easy. Success requires both patience and the careful development of representational arrangements for selling after the American sales executive has left India. A different approach to the market also is called for in a country like India, where all imports are under license.

The Indian import policy is announced at the beginning of each April for a year in advance. Through careful examination of this policy, it is possible for the individual company, in cooperation with its sales representatives on the spot, to form a reasonable estimate of the practical market possibilities for its own product lines in the year ahead.

The Indian import policy just announced for the 1970-71 fiscal year shows a substantial measure of continuity with the policies of the past two years. The new regulations maintain and somewhat extend the existing import substitution policy of the Indian Government. However, to serve the needs of the country in expanding its exports, there is some liberalization of imports of capital goods, raw materials, intermediates and components for export industries.

Specifically, the 1970-71 licensing policy carries forward the process of import substitution by raising the items on the banned list from 316 to 475, tightens import value limits on 56 other items, and cuts down the quotas of established importers of 29 items. The new policy also 'canalizes' the importation of 38 new items through Indian Government agencies, in addition to the 22 items canalized under last year's import policy. According to an earlier announcement, raw cotton imports will also be canalized after Sept. 1.

Offsetting these restrictions to some extent is the current practice of permitting many importers to continue handling canalized imports under special authorization by the State Trading Corp. Also noteworthy is the proposed creation of an Industrial Raw Materials Assistance Center (IRMAC) by the State Trading Corp. to supply the off-the-shelf requirements of some manufacturers, particularly small scale producers.

The new policy makes an important innovation—a system of automatic "on account" import licenses to established manufacturers-exporters having past annual export performance of over a million rupees ($133,333) and "imprest" licenses for other registered exporters. These licenses will be equal to one-half of the value of the replenishment licenses received during the previous year.

Grain output is growing

India's progress in the production of foodgrains is a notable achievement of recent years. During 1968 and 1969, this has allowed substantial reduction in the previous high level of foodgrain imports from the United States. Nevertheless, strong demand for U.S. foodgrains and cotton is likely to persist.

Indian purchases of wheat under the Food-for-Peace program are expected to amount to 2.5 million tons during 1970, in addition to at least 300,000 bales of raw cotton. There is also active Indian interest in the purchase of U.S. vegetable oil over and above the 95,000 tons currently provided for, as well as in tallow for soap making.

Other promising areas for U.S. exports to India are: specialized machine tools, food processing machinery, certain agricultural machinery and components, electronic equipment, and industrial instrumentation and measuring equipment. Mining, earthmoving and construction

SECRETARY OF COMMERCE Maurice H. Stans and India's Foreign Trade Minister B. R. Bhagat discussed Indo-U.S. trade at a meeting in Washington early this year. The United States is India's top trading partner.

equipment are in significant demand.

While requirements for highway vehicles are largely limited to spares and components for equipment not manufactured in India, there is strong demand for other transportation equipment, particularly for the Indian railroad system. Demand for aircraft equipment should grow.

In the field of industrial raw materials and semi-manufactures the list is broad and includes: Industrial chemicals, ingredients for fertilizers and pesticides, non-ferrous metals, alloy and special steels and, during the current period of steel shortage in India, many types of structurals and other steel mill products. In agro-industries, various types of fertilizers and pesticides remain in strong demand despite growing domestic production. Demand for medicinal and pharmaceutical intermediates and finished products is strong.

While the last two years have registered an overall decline in the level of Indian imports, including imports from the United States, present prospects indicate a moderate increase during 1970. With continuing improvement in general business conditions in India, some increase in imports is likely under the pressures of rising industrial demand.

Overall, it is estimated that, in addition to current levels of imports from the United States, India has comparative freedom of choice as to source in the purchase of more than $300 million annually from its own free foreign exchange resources. The extent to which American companies compete for this market is, more than any other single factor, likely to determine the extent to which the U.S. share of India's market increases.

India's own export earnings are rising —7% in 1968-69 and probably 4% or more in 1969-70. Thus, while Indian purchases are likely to remain highly selective and confined to those products and raw materials which India regards as essential, the Indian market offers clear opportunities to American businessmen with both the right product and the patience to develop this market.

The past year has been a time of new initiatives in India's industrial and foreign investment policies. Even since the beginning of 1970 there have been a considerable number of modifications and changes in the industrial and investment climate. These have affected both domestic and foreign business. As a result, a re-examination of past business relationships appears to be under way, and a search is on by Indian and foreign companies for new and satisfactory ways of doing business together.

This process of readjustment has not been without its difficulties. Nor do the changes appear to be ended. Building bridges to constructive and mutually profitable business cooperation is more difficult for businessmen on both sides than it was before.

In statistical terms, a slowdown is indicated by the fact that the four-year average of Indo-American collaborations approved by the Government of India through 1968 amounted to 40 collaborations per year. For 1969 this declined to 18. Of these, collaborations involving equity participation declined from a four-year average of 19 to 11 in 1969. Of course in neither case are these data exactly indicative of the number of joint ventures which actually saw the light of day.

Increasing selectivity

These facts suggest that, in view of India's growing industrial development, the question is increasingly asked, "Is this particular investment really good for India?" Moreover, as a condition of Government approval of new foreign investments, and in some cases of expansions of existing ventures, a trend toward requiring even higher equity holdings by local interests has been noted. Thus, we are witnessing increased selectivity in the investment approval process of the Government of India. With changing criteria, it becomes, for the time being, more difficult for the potential investor to forecast the outcome for an individual investment application.

Reflecting increased selectivity, a number of new policy pronouncements have been made by the Government of India during the last few months. These include relaxation of eligibility for licensing in some industries, relicensing of a number of industries previously decontrolled, and new definitions of various categories of industry. Recent Government pronouncements affecting industry include the following categories and definitions of particular interest to the foreign investor:

- A Heavy Investment Sector, requiring investment of over $6.7 million. This includes industries in which, under license, entry of both larger industrial houses in India and foreign companies and investors may be permitted.
- A Core Sector, of basic, critical and strategic industries, in which individual enterprises may be larger or smaller than the lower limit which defines the heavy investment sector. The Core Sector includes such industries as fertilizers, pesticides, tractors, iron ore, steel, non-ferrous metals, oil exploration and production, and petro-chemicals. Entry, under license, may be permitted to larger industrial houses and foreign investors as in the case of the Heavy Investment Sector.
- A Foreign Company, defined for industrial licensing purposes under these policy changes as follows: "A foreign company or a branch or a subsidiary of a foreign company (includes) all companies as have more than 50% of their paid-up equity capital held by companies registered abroad or by non-Indian nationals or non-resident Indians."

The policy changes also provide for relaxation of investment controls, in some cases, on investments of less than $1.3 million. However, foreign investment and investment by specified major industrial houses will still require licensing. A somewhat expanded list of industries reserved for the Small-Scale Sector was also provided.

During the 1960's, the United States has been the principal source of foreign investment in India, supplying for most of this period more than half the net foreign equity investment. During these years, there has been a moderate and fairly steady increase in the size of individual U.S. investments, tending to offset the recent decline in Indo-U.S. collaborations.

Such U.S. equity investments have totaled over $300 million to date—up from $26 million as of 1951. Recent annual levels of U.S. investment in India have been in the $20 to $25 million range—small in the context of the tremendous surge of development possible to Indian and American businessmen working together, but large in comparison with foreign equity investment from other countries admitted to India in recent years.

Much has been accomplished by this modest level of investment. Much more can be accomplished for the mutual benefit of all if this rate should accelerate. To date, however, there is little evidence that it is likely to accelerate in the near future, unless more liberal policies emerge.

Significant areas of new Indo-American collaboration or expansion of existing enterprises have, however, been noted in a number of industries. These include investments in the hotel business which contributes to the development of tourism, in chemicals, in rubber and plastics, and in a number of engineering industries.

In the aggregate, it is thus possible that this activity may result in sustaining the moderate recent level of U.S. private investment in India. Nevertheless, if acceleration of development on behalf of all the people of India is a goal to which, without dissent, both government and business in India freely subscribe, then the volume and scope of private investment in India, including investment from abroad, over the longer period is certain to expand.

XUM

Agriculture, tourism provide best chances for U.S. business in growing Moroccan market

Good crops caused U.S. drop from 2nd to 3rd as import supplier in '69; sales of non-aid commodities made strong gains, however

By MYRON BROCKWAY LAWRENCE
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Morocco presents a favorable outlook for U.S. business in 1970. Despite smaller crops than in 1968, the gross domestic product increased more than expected in 1969, and the trade and balance-of-payments deficits fell. Sales were good in 1969 and should maintain their level this year.

In 1969 the United States dropped from second place among Morocco's suppliers, which it had held from 1964 to 1968. Of total imports into Morocco of $568.9 million in 1969, France provided $173.2 million (30.5%), Western Germany $55.9 million (9.8%), and the United States $42.8 million (7.5%). In 1968 the figures were: France ,$176 million (31.5%); the United States, $76.1 million (13.6%); and Western Germany, $43.3 million (7.7%).

Commercial sales rose

The bulk of U.S. exports to Morocco have consisted of PL-480 agricultural commodities, which amounted to $56.2 million in 1968 but dropped to $15.5 million in 1969 because of the excellent 1968 harvest. Leaving these sales aside, straight commercial exports from the United States rose from $19.9 million in 1968 to $27.3 million in 1969. The largest single item was mining and construction machinery ($4.9 million), followed by tin plate ($3.6 million), and earth-moving equipment ($1.9 million).

Morocco's total exports amounted to $491.2 million in 1969, compared with $455.6 million in 1968, resulting in a drop in the trade deficit from $102.4 million to $77.7 million. Moreover, in 1968 and 1969 the average annual growth rate of Morocco's gross domestic product was over 6% (the 1968-72 Five-Year Plan for Economic Development calls for an annual increase of 4.3%). The balance of payments, which has shown a deficit for a number of years, will probably show a $5 or $6 million surplus for 1969.

Serious flood damage in January, however, could depress the economy this year. On the other hand, World Bank loans totaling $75.6 million ($46 million for irrigation, $14.6 million for roads, and $15 million for imports of industrial equipment) and an Agency for International Development (AID) agricultural loan of $3 million should help to sustain it. The AID loan provides financing for over 130 products. Signed last July, it has so far financed mainly U.S. exports of tin plate and tallow, as was the case under the previous $8-million AID loan.

After the record 1968 crops, agricultural production dropped in 1969 because of less favorable weather. Crops of the four principal cereals produced in the country (hard and soft wheat, barley, and corn) fell from 48.8 million quintals in 1968 to 32.6 million in 1969. This setback in agriculture, coupled with the flood damage early this year, will increase U.S. sales of cereal grains to Morocco.

In contrast to cereal production, the 1969-70 citrus crop is expected to reach a record level, some estimates running as high as 850,000 tons with some 750,000 tons of exports.

Industrial production has continued to expand, and the Moroccan Government has just released provisional indexes for 1969. Automobile assembly has risen from 2,300 vehicles in 1962 to 19,000 in 1969. A recent decree of the Moroccan Government has placed motor cars on the free-import List "A", but raised import duties to between 113 and 130%. It is too early to know if any great increase in sales of U.S. automobiles will take place, but the local Volvo dealer, who unloaded a shipment the day the decree took effect, has received a large number of orders.

The Government has also just authorized the assembly of utility vehicles in Morocco and is considering the possibility of authorizing passenger-car assembly outside the Government-private SOMACA plant.

Retail business in Morocco was good in 1969. In rural areas, despite the mediocre harvests, livestock sales were good, sales of food products remained stable, and those of textiles, soap, and household necessities rose. In the cities, food habits are changing, reflecting a sophistication of tastes. Consumption is becoming more varied, with bread sales declining somewhat in favor of other baked goods and macaroni products, and coffee being substituted for tea to a slight extent. The immediate result of the change is a general increase in food sales, but such a sophistication of tastes usually brings about an increased demand for consumer goods in general.

The General Import Program for 1970 further expanded the long List "A" of products that may be imported without a license, which has given a boost to retailers. Several new clothing outlets have been opened, and sales of table linens, upholstery fabrics, and household goods in general have increased.

Morocco presents an especially good climate for U.S. investment. The Investment Code introduced in 1959 offers liberal incentives to foreign investors, and AID makes available its full range of guarantees.

The country is strongly French-oriented and, particularly since the association agreement with the European Economic Community (EEC), which went into effect last September, Europe is its largest market and biggest supplier. In 1969, France, Western Germany, the USSR, Italy, the United Kingdom, and Benelux accounted for 60.3% ($342.4 million) of Morocco's imports and 65.9% ($323.9 million) of its exports.

Despite this European orientation and the recently increased penetration by French commercial interests, Moroccan businessmen admire U.S. know-how and management techniques. They are interested in joint ventures and have capital to invest in them.

Although not at all exclusive, the following sections list those areas of the economy offering particularly good opportunities for U.S. sales and investments in 1970.

Agriculture gets top share

With the country's determination to develop its agriculture and with 45% of its Five-Year-Plan investment budget earmarked for that sector, Morocco offers good opportunities for U.S. firms in the fields of agricultural chemicals and machinery.

Although a portion of Morocco's principal mineral resource, phosphates, is used locally in the manufacture of fertilizer, imports of such products as potassium chloride and ammonium nitrate will con-

MACHINERY AND FIBERS are needed by the Moroccan textile industry, which is operating at almost full capacity again after a slump that began several years ago. Shown is a segment of the COFITEX factory.

tinue to grow. The market for agricultural machinery is good, and sales are bound to increase.

The major thrust in the Moroccan Government's agricultural development program under the plan is in irrigation and flood control (aided by the World-Bank loan of $46 million), and the market for pumps, piping, and other irrigation equipment will expand.

King Ranch has established a stock-breeding farm in cooperation with Moroccan interests, but demand for livestock imports continues. An excellent opportunity also exists in the poultry-raising field, which is ripe for industrialization. The market for incubators and other necessary equipment is good.

Several U.S. firms are planning to produce and process Moroccan vegetables for the American and European markets, and others would do well to consider asparagus, strawberries, and other labor-intensive crops that grow well in Morocco. Producers can take advantage of the relatively cheap labor.

Finally, the current development in agriculture offers an excellent market for food-processing machinery and supplies, including refrigeration equipment. The fish-processing industry is an example. Although exports of canned fish have been maintained at a good level, there has, over a number of years, actually been disinvestment in the sardine industry, the dominant sector. Authorities recognize that sardine canning could benefit from more efficient equipment and improved techniques.

Expansion of tuna fishing is an integral part of future plans of the Moroccan Government. The latter task will be a formidable one, requiring high capital investment, considerable experience in tuna fishing, competition with many other countries, and sales in the highly competitive world tuna market. Foreign investment in these industries is being sought by the Moroccan Government, which is considering offering fiscal incentives to attract it.

Tourism on the rise

Tourism, the second-priority sector in the Five-Year Plan after agriculture, is rising in Morocco. There were 716,000 tourists in 1969 and 870,000 are expected in 1970.

The national airline, Royal Air Maroc, was to inaugurate its internal airline (Royal Air Inter) on Apr. 2 with service linking Oujda, Al Hoceima, Tangier, Tetouan, Fez, Meknes, Rabat, Casablanca, Marrakech, Safi, and Agadir by means of two Fokker 'Friendship' airplanes. The frequency of flights will increase in May, and other aircraft will soon be needed.

Royal Air Maroc will also inaugurate flights to Geneva in April and Rome in November, and plans to start service to New York early in 1971. It has recently ordered its second Boeing 727 and looks forward to acquiring 707s in the not-too-distant future. Pan American has three flights weekly to and from Morocco, and TWA serves the country by connecting flights through Paris and Lisbon.

The newly-opened airport at Nouasseur (Casablanca) is being equipped with radar and ground-approach lighting by the Moroccan Government, and several U.S. firms are offering bids. Further development of Nouasseur and expansion of facilities at other Moroccan airports provide a good market for American suppliers.

Morocco is also investing in an important program of road improvement under the above-mentioned World Bank loan and national financing, and the state-owned transportation company has asked for bids for airconditioned tourist buses. These developments, coupled with the excellent railroad service, will help handle the increased numbers of tourists expected.

The year 1969 saw the inauguration of two vacation villages at M'Diq, the opening of three hotels at Tangier, the inauguration of a hotel-club at Cabo Negro, the expansion of the Club Mediterranee, the opening of a Holiday Inn and a Ramada Inn at Marrakech, and the construction of a hotel at Cabo Negro and another at Agadir. The Moroccan Government estimates that accommodations for 29,000 existed at the end of 1969, compared with 19,780 on the eve of the Five-Year Plan in September 1968.

There will be continued progress in the hotel-construction field this year. Holiday Inns is constructing at Casablanca, Fez, and Tangier. Representatives of Hilton (which has a hotel at Rabat) have recently visited Morocco, and it is hoped that this chain will expand its interests in the country. Intercontinental is also looking into possibilities.

One of the regions that will see remarkable development in the near future is Agadir, which is to become, in the words of one influential Moroccan, "a second Acapulco." This man's group has a complex of luxury hotel, bungalows, and casino on the drawing board, and negotiations are underway with a U.S. group for its construction. Other American interests are negotiating a similar complex with Moroccan groups.

A Dutch firm is drawing up plans for the construction of two hotels with a combined capacity of 450 rooms at Casablanca, an Italian firm has joined with Moroccan interests in the construction of 15 motels and three inns, and a Sudanese group is planning three hotels (at Marra-

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kech, Fez, and Casablanca) in cooperation with British interests.

Morocco offers, therefore, an excellent market for U.S. hotel and restaurant equipment and air-conditioning and water-treatment installations as well as for construction machinery and equipment. At least two American firms in these fields may establish branch offices in the country because of the growing market.

Mining in Morocco slumped in 1969, but the picture is brighter for 1970. Phosphates, the country's largest single export, have been facing stiff competition in world markets. However, the Office Cherifien des Phosphates (OCP), the Governmental monopoly for production and export, has modernized its operations and, with the help of a prominent U.S. management-consulting firm, has brought its costs down so that the director of OCP states that competition will no longer be a problem.

Although the production of other minerals, such as coal, lead, manganese, iron, copper, and cobalt, dropped in 1969 because of competition in world markets and the exhaustion of mines, the Moroccan Government is actively searching new deposits. Agreements have been signed with a French firm for the exploitation of lead deposits and with a Japanese group for exploration for copper and lead. Esso is engaged in off-shore exploration for petroleum, and Texas Eastern has recently entered the field.

The Government has also taken fiscal measures to aid the mining industry, including reduction of the ad-valorem export tax on most minerals and the extension of the advantages of the Investment Code to Moroccan and foreign investments in mining. These moves, together with the recovery of the phosphate industry, should improve the climate for U.S. investments in mining and maintain the market for American mining machinery and equipment.

Textile slump over

A few years past, the Moroccan textile industry over-extended itself, with a resulting build-up of stocks and general stagnation. That situation has now been corrected, and the industry has come out of the slump with factories working almost at capacity, the local market expanded, and exports growing.

Morocco is, therefore, a good market for U.S. manufacturers of textile machinery—especially finishing and texturizing equipment for synthetic fabrics—and suppliers of fibers. One Moroccan group is negotiating with an American company for the establishment of a synthetic-fiber plant, and other Moroccans are interested in joint ventures for the production of textiles for the European market, to take advantage of the duty-free entry of textiles under the EEC association agreement.

The chemical industry showed some growth in 1969, but nearly all chemical products consumed in Morocco are imported. Local production of agricultural chemicals is confined to two large companies that manufacture, among other products, enriched phosphate both for the local market and for export. The chemical complex at Safi produces triple superphosphate, phosphoric acid, and phosphate fertilizers. A Casablanca firm produces compound fertilizers and superphosphates.

Many other companies formulate and package nearly all the types of fertilizers required by both private and public local consumers, using imported chemical compounds and other ingredients. Insecticides, herbicides, fungicides, weed killers, and related products are also imported directly, and represent a growing market.

Chemicals are imported

Local production of industrial chemical products is practically non-existent, and such products are all imported. Sales of plastics have increased during recent years to the point where several new factories have been established. They produce a broad range of products that were formerly imported, such as plastic piping, bottles, toys, shoes, handbags, and household articles. All raw materials are imported, and offer a good market for U.S. manufacturers.

Although Morocco continues to import a considerable amount of consumer goods, Europe continues to be the principal supplier. Excellent opportunities exist, however, for the local production, either under license or as a joint venture, of small electrical appliances, light bulbs, dry-cell batteries, and notions. There is an excellent chance that the Moroccan Government would provide any new plants in this sector protection as an infant industry.

In conclusion, then, Morocco offers an excellent climate for U.S. investment, and many American firms are thinking of joining the 65 already established in the country. The First National City Bank and the Bank of America have Moroccan branches to assist prospective investors, and the American Chamber of Commerce in Morocco, established in 1966, plays an active role in the business community. With EEC markets now freely open to Moroccan industrial products (provided they meet the country-of-origin requirements) there are excellent opportunities for U.S. manufacturers.

The Moroccan market for imports of American products is good. There is, however, strong competition from Europe, which will increase with the EEC association agreement. U.S. exporters must be prepared, therefore, to make concerted marketing efforts backed up by adequate after-sales service.

With the expanded import List "A" and the financial assistance offered by the AID and World Bank loans, American business could make an excellent showing in Morocco in 1970.

Spain boosts rediscount rate to all-time high 6.5%

Spain has announced a one percent increase in the Bank of Spain rediscount rate to a new high of 6.5%. This credit-tightening measure is aimed at both restraining the growth of domestic demand and strengthening Spain's balance of payments by narrowing the gap between domestic rates and those prevailing in foreign countries.

This new monetary measure also raises officially-controlled private bank lending and borrowing rates from one-half to one percent; interest rates on sight and savings deposits from one-half to one percent and three percent respectively; and one percent on one-year time deposits.

Commercial bank discount rates are up one percent to 7.5% with short-term and medium-term lending rates at 8% and 8.5% respectively.

The last rediscount rate change occurred in July 1969 with a similar one percent increase.

Italy cuts border taxes on trade with all countries

Effective Apr. 1, all imports entering Italy will pay a lower compensatory import tax (imposta di conguaglio). These have been reduced as follows: rates over 4% and up to 6% have been reduced 10%, while rates in excess of 6% have been reduced 13%. In addition, the following items are no longer subject to any compensatory import tax: zinc ore, vanadium pentoxide, pig iron in various forms, ferrous nickel and hemp fiber (tow).

Identical reductions have been effected for the rebate of the turnover tax (IGE) on exports. The new rates apply to imports and exports for all countries, including the European Economic Community.

This action was taken under authority of a temporary Treasury Ministry administrative order. Permanent legislation is expected to be enacted shortly which will be retroactive to Apr. 1.

Good market gets better

U.S. suppliers expected to increase already leading share of nation's imports

By E. J. RANKIN
Commercial Officer, U.S. Embassy, Monrovia

The outlook for U.S. exports to Liberia during 1970 is favorable for a wide range of products. American exports to this West African country are expected to reach a value of $49 million this year. The United States, traditionally Liberia's principal trading partner, should increase slightly its share of the market if the momentum gained in the first ten months of 1969 is continued. Based upon preliminary trade figures, U.S. exports to Liberia in 1969 accounted for approximately $42 million of an estimated total import value of $104 million.

The value of Liberia's 1969 exports, again based upon preliminary data, is estimated at $135 million. The resultant favorable balance of trade figure of $34 million, it should be noted, does not include the repatriation of capital or profits earned on investment in Liberia and payments on the external debt which, along with trade in commodities, comprise Liberia's balance of payments. Although accurate figures are not available, it is believed that Liberia has a balance of payments deficit as a result of net capital outflows.

Liberia's gross national product (GNP) in 1969 totaled $244.9 million and in 1970 is expected to maintain a growth rate of 5% in real terms, reaching a total of $257.2 million. The Liberian Government has continued to maintain a tight rein on expenditures and is making good progress in increasing revenues. With international debt and interest payments absorbing approximately one out of every three revenue dollars, strict austerity will limit the extent of development expenditures by the Liberian Government in the coming year.

The steady rise in the production of Liberia's principal export products, iron ore and natural rubber, will continue during 1970. In 1969 iron ore production reached a record 22.8 million metric tons and is expected to climb to 24.4 million metric tons in 1970. While world market prices for iron ore remained steady throughout the past year, Liberian mining officials express cautious optimism that prices may gradually increase in the coming year.

Record rubber output

The economy was bolstered further by a new high in the production of Liberia's second ranking export product, natural rubber, which reached 66,000 metric tons in 1969 and should rise to 73,000 metric tons in 1970. The world market price for natural rubber moved upward during the first three quarters of 1969 and local producers received a high for the year of 20.9 cents per pound for specification coagulum. This, the highest price in more than five years, brought an enthusiastic response from officials of the large American-owned rubber plantations as well as from the more than 6,000 Liberian producers who operate their own rubber plantations or farms.

Although the local price for natural rubber now has declined to 15 cents per pound, industry officials predict that the price probably will fluctuate between 15 and 20 cents per pound throughout the year.

Liberian timber production has shifted into high gear with 61.1 million board feet harvested in 1969. Government sources predict a harvest of 80 million board feet in 1970, although some observers believe this estimate may prove slightly high because of the current excess of logs awaiting export. This surplus of cut logs, which reportedly exists in several other West African countries, was created when a moderate rainy season last year permitted more extensive timber cutting than usual.

Liberia's expanding iron ore industry will present continuous opportunities for the sale of earth-moving, loading and transporting equipment used in open-pit mining operations. Similarly, the timber industry will provide opportunities for sales of timber cutting and transporting equipment as well as sawmill machinery. The construction of access roads into the forests in the interior of the country also will require a moderate amount of heavy equipment imports.

In the longer term, sales opportunities for American veneer and plywood manufacturing machinery will develop when Vanply of Liberia, a subsidiary of Vancouver Plywood of Albany, Oregon, adds to its investment in Sino County where it holds a 1.4 million acre timber concession, the largest in Liberia. Vanply of Liberia currently is expanding its sawmill operation and its concession agreement provides for the future establishment of veneer manufacturing and, eventually, plywood manufacturing.

The Liberia Iron and Steel Corp. is continuing intensive exploratory work in the Wologisi Mountains to determine the actual extent and quality of the area's iron ore deposits. Similar work is being undertaken by the Liberia Mining Co. in the Bie Mountains and by Bong Mines in

U.S. FIRMS ARE HEAVILY INVOLVED in Liberia's petroleum industry. Three American companies are looking for oil on the country's coastal shelf; the $15 million refinery shown is a U.S.-Liberian joint venture.

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the Putu Range in southeastern Liberia. Should these investigations give positive indication of the feasibility of a large-scale mining operation, an investment of several hundred million dollars would result and would present major sales opportunities for American machinery, equipment and vehicles.

U.S. firms are looking for oil

Although prospects for striking oil on Liberia's coastal shelf are, at this time, uncertain, there is a general atmosphere of hopeful optimism that the three American firms granted offshore petroleum exploration concessions in 1969 will be successful in their search. The firms are conducting intensive seismic surveys and at least one concessionaire will commence drilling within the year. If the search for petroleum does succeed, it will bring opportunities for sales of American drilling and related equipment.

With the steady expansion of Liberia's economy has come increased traffic at the ports of Monrovia, Buchanan, Greenville and Harper. The World Bank has provided a $3.6 million loan for dredging at the port of Monrovia and for the purchase of tug boats and other equipment. The dredging of the ore loading pier areas to a depth of 45 feet so that they can accommodate ore carriers of up to 90,000 tons has been completed by the American firm Bauer Dredging Co. Buoys and lighting equipment already have been purchased in the United States and invitations to bid on the supply of two tug boats and a pilot launch are being issued through the Monrovia Port Management Company's American office at 26 Broadway, New York, N.Y. 10004.

The pressure of increased traffic at Liberia's other ports will present export opportunities within the next few years for American suppliers of cargo handling equipment, including forklift trucks, mobile cranes, truck cranes, log loaders, tractors, trailers and trucks, as well as railroad track. While each port is operated under an individual private management company, the overall supervision of port operations rests with the National Ports Authority, a new division of the Department of Commerce and Industry.

The Liberian fishing industry has expanded rapidly within the past two years. The Mesurado Fishing Co., the leading firm in this field, has purchased shrimp trawlers from both the United States and Europe. It has found the American-built Gulf type more suitable to its requirements than those acquired elsewhere. Therefore, it is likely that any future purchases of shrimp trawlers by Mesurado will be from the United States.

Although purchasing of initial equipment for the AID-financed John F. Kennedy Medical Center has been completed, opportunities will develop later this year for the sale of additional medical and surgical instruments valued at approximately $40,000. There also will be a continuous requirement for a full range of hospital supplies when the nearly completed Center opens. Procurement of supplies for a Medical Center will be through the Monrovia firm Evans Medical (Liberia) Ltd., the Liberian Government's purchasing agent for medical and pharmaceutical products.

It was tentatively planned to issue by mid-April invitations to bid on the AID-financed project for the improvement of operational facilities at Roberts International Airport. The project will provide a variety of export opportunities for American suppliers. Runway lighting, an approach lighting system, an instrument landing system, a runway visual range system and ceilometer, meteorological equipment and control tower communication equipment will be required as will refrigeration and food preparation equipment for a commissary building. Emergency power generating equipment also will be required for a new power building. The project will include a new fire/rescue building as well as a new air traffic control tower. The firm that is awarded the contract for this project will be responsible for the purchase of all equipment.

Prospects also are favorable for a moderate expansion in the sale of American toys, which have considerable popularity here. Heavy competition from European and Far Eastern manufacturers of radios and tape recorders and an apparent lack of interest in this market by American manufacturers has kept American sales of those products minimal. However, American suppliers should be able to gain readily a larger share of the gradually expanding pre-recorded tape market.

Household linens are another line that offers American suppliers potentially greater sales than they currently enjoy. With greater promotional activity, American exporters of quality wines and beer should be able to make satisfactory progress in obtaining a larger share of the market.

There is a good potential market for American men's and women's clothing, particularly of light-weight washable fabric appropriate for Liberia's tropical climate.

The American share of the carpet and linoleum market is much smaller than it could be. However, importers of these products complain of the reluctance of American firms to ship the smaller quantities they require. In fact, they state that if they wish to purchase American carpeting or linoleum they must do so through trading firms in Europe.

Price is an important factor in the textile market, in which there is a good demand for cotton textiles, woven synthetic fabrics, bleached cottons and cotton yarns. Cotton blankets are also in demand.

Other products in which American firms could improve their share of the market include leather footwear, low-priced watches, mattresses, household furniture, accounting machines and small computers, hardware items including nails, handtools and locksmiths wares. There is a good market for pesticides, washing preparations, soaps and cosmetics and, again an item which might be ordered in smaller quantities than American firms are accustomed to shipping, glass bottles.

Liberians are consuming more

American firms selling consumer goods in Liberia should be alert to the fact that greater numbers of Liberians are purchasing canned goods and other imported foods. According to the managing director of a large Monrovia supermarket, as recently as three years ago 95% of the store's clientele were Americans or third-country nationals. Today, Liberians comprise 50% of the patrons of this and similar stores.

This development reflects a changing pattern in the dietary preferences of the local population and will increase the importance of advertising in sales promotion.

Until now a major part of supermarket sales has been to a strongly American-brand oriented clientele. In order to maintain this advantage, American suppliers will have to expend greater effort in familiarizing potential new customers with their products. Radio and television probably are the best media for accomplishing this. As the new clientele gradually account for a greater share of total sales, their brand preferences will be increasingly important in determining what brands the supermarkets, as well as smaller stores, stock.

Liberia, with its Open Door Policy on investment and trade, is a keenly competitive market. It is one in which many American firms have been competitively successful; one in which additional firms can successfully compete. While the market is small, the economy is expanding rapidly, prospects are bright, and Liberia's importance as a market for U.S. goods will increase substantially.

Gabon seeks bigger share

Able President wants greater part for average citizen in nation's modernization

Seated in the plush, air-conditioned comfort of Libreville's newest movie theater, or enjoying the cosmopolitan atmosphere of its adjacent night club, one easily forgets that Gabon is still a struggling, underdeveloped, and sparsely populated young African nation whose vast natural wealth has yet to be seriously exploited. Yet a feverish rush toward modernization is in fact apparent on every hand, amid poignant reminders of decades of neglect—and the imbalances in its progress characterize the state of its economy today.

The Economic Trends Report from the U.S. Embassy in Libreville goes on to say that Gabon's capital city is far from being the sleepy trading port of a decade ago. Tin roofed shacks and antique colonial structures are rapidly giving way to modern, multi-story office buildings and apartments. New schools, supermarkets, international-type hotels, a sports arena, and several small factories are springing up. Tourism is beginning to boom. International airline connections have risen to seventeen flights a week. And modernization is gradually reaching into the interior: a new refinery in Port Gentil, a deep-water port under construction at Owendo, a hydroelectric dam, a new city in the wilderness at Shell's Gamba oil field.

Gabon's modernizing progress to date is in no small measure the result of the particularly pro-Western, forward-looking economic policies of its young President, Albert-Bernard Bongo. Since coming into office in 1967, Bongo's overriding concern has been to attract foreign investment, by liberally applying the country's generous investment code and tax laws, by committing as much as 20% of the national budget to developing the country's infrastructure, and by downplaying politics. Strongly committed to free enterprise, Bongo has sought to assure investors that capital invested in Gabon's future will pay dividends.

Despite the President's energetic promotional efforts, modernization is broader than it is deep at this point. The economy remains largely in the hands of foreign interests (primarily French) with very few signs of awakening entrepreneurial spirit among the Gabonese themselves. Although living costs are among the highest in Africa, Gabonese workers remain poorly paid and untrained.

Production for export continues to be dominated by foreign companies and expatriate technicians, while imports of both capital and consumer goods are largely keyed to the salaries, tastes, and requirements of the foreign community. Climbing prices, sharply boosted by last year's devaluation, are cutting ever more deeply into worker earnings; capital accumulation in the Gabonese sector remains virtually nil. Domestic food production comes nowhere near meeting the needs of Libreville's swelling population, and shortage of housing, schools, and medical facilities are becoming critical.

In a word, the Gabonese themselves have not yet begun to participate significantly in their country's modernization nor share greatly in its fruits.

Forward-looking efforts are being made by the Bongo Government to permit the average Gabonese to take part in the country's modernization—yet still within the framework of the President's unwavering commitments to "guided economic liberalism." At the top of his priority list is construction of a cross-country railroad which will carry the fruits of modernization—jobs, money, training, communications, consumer goods—deep into the interior, as well as permit evacuation of a wealth of primary resources presently beyond economic reach. A significant part of this year's development budget will go to similar projects, designed both to attract foreign investment and to make the fruits of that investment more available to the Gabonese themselves.

At the same time, the government is attempting by various means to hold the line on living costs. From the U.S. businessman's point of view, by far the most interesting is its move toward introducing more competition onto the local market by lowering the preferential tariffs which have hitherto given the French and other Common Market members an important advantage. If the move succeeds, established business interests will be forced to settle for lower profit margins or lose their preferred position to competition from outside the franc zone.

Finally, a sweeping "Gabonization" program launched early this year aims at upgrading the quality and earning power of Gabonese labor, principally by insisting that each private company establish a manpower training program of its own to meet specifications laid down by the Government; that it train Gabonese to perform the mid-level skills required by its operation; and that it no longer employ outsiders in these jobs at the expense of Gabonese workers on the pretext that the needed skills are unavailable locally. To date, implementation has been spotty, but signs of discontent among normally placid Gabonese workers in recent months suggest that a let-up in government pressures toward "Gabonization" is unlikely.

New tariff breaks for U.S.

Without fanfare but with clear determination, the Gabonese Government has lately embarked upon a program aimed at extending the country's trade ties beyond their present narrow confines. President Bongo recently joined with other UDEAC Chiefs of State in reducing by 50% the special tariffs applied against imports from non-Common Market countries.

These discriminatory tariffs, which ranged from an extra 5 to 30% in duties on most categories of imports, effectively prevented American businessmen from competing in the local French-dominated market except for a very few categories in which no comparable European products were available. The recent reduction in these tariffs, which applies to virtually all goods not produced in one or another of the UDEAC member countries themselves, puts Americans back into competi-

Food has high promise

A relatively untouched field—and one in which demand is rapidly growing—is that relating to food production, both for the local market and for export. Efforts are now being made to foster increased agricultural production and to overcome the country's lack of an organized marketing system. A modest investment in modern tropical agriculture and allied business could well bring rewards to an experienced concern. Interested firms should write to the Agri-Business Council, Libreville, Gabon, in French, for suggestions along these lines.

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tion. Obviously, it also opens the door to other non-Common Market countries as well: Japan has shown particular interest in entering the Gabonese market and recently sent a large trade delegation on an exploratory visit to Libreville.

Capital equipment needed . . .

Tariff reductions, plus Gabon's current spurt of modernization, should make the Gabonese market more interesting to American manufacturers of capital goods in particular: heavy construction and road building equipment, heavy transport vehicles, refrigeration and other special building equipment items, engineering equipment, and mechanical and electrical machinery generally will be in growing demand as the building boom progresses.

Telecommunications requirements will certainly follow the $90 million dollar railroad into the interior, together with a host of other items allied to the railroad industry.

A lumber industry penetrating ever more deeply inland and increasingly dependent upon road transport will require larger expenditures on specialized heavy lumbering equipment. Renovation and planned expansion of the plywood factory at Port Gentil—originally furnished with Marshall Plan machinery from the U.S.—affords an opportunity to win back sales from its more recent European sources of plywood machinery.

American firms already have a solid foothold in the sale of light aviation equipment, a field certain to continue expanding. Planned road and bridge building in the interior and continuing oil exploration offshore offer possibilities to American civil engineering firms. The Kinguele hydroelectric project will entail increased demand for power generating, transforming, and transmission equipment and light and heavy duty water pumps. With tourism growing and new hotels rising, hotel equipment and such amusement items as outboard motors and pleasure craft afford new possibilities. Finally, the category of pharmaceutical products merits special mention, since the new tariff reductions on those items amounted to an exceptional 75%.

. . . and modern sales techniques

But tariff reductions do not automatically make Gabon a wide open market for American businessmen. Commercial houses here remain oriented by habit, taste, and often financial affiliation toward traditional sources. Consumer tastes are changed only with difficulty, and energetic representation for American goods is difficult to find—particularly on those requiring post-sales servicing.

For this reason, many successful American exporters to Gabon find that easiest access lies through the home offices of the major French trading companies. Others, perhaps more forward-looking in the present Gabonese context, rely upon regional representation from one of the larger nearby African capitals—ideally, one agent handling a variety of complementary American goods.

And needless to say, breaking into the Gabonese-UDEAC market in general requires sales promotion techniques geared to Africa: attractive informational literature in French, technical consultants and maintenance help, model demonstrators, and above all guidance on financing (don't overlook Export-Import Bank possibilities in the area of financing).

Still heading the list of potentially profitable ventures in Gabon are those relating to the extractive industries, despite the current leveling-off of actual minerals and petroleum production. The proposed battery plant is a good example. A UN-sponsored survey team is currently preparing an inventory of Gabon's unexploited wealth in copper, lead, zinc, potassium, and other minerals; when published, its results should be of interest to U.S. investors.

GABON'S ECONOMIC GROWTH will continue to depend for some time to come on rational exploitation of its timber. Lumber output rose sharply the last two years. Shown, logging operations at Lalara.

Similarly, investment in fields allied to the lumber industry appear increasingly promising; growing tourism possibilities should not be overlooked—Gabon's wild life resources are perhaps the richest in West Africa.

Waiting for the train

Beyond doubt, Gabon's continued steady economic growth hinges upon opening up its rich interior, and this in turn upon improving its presently feeble transport system. The Government's answer to the problem centers upon construction of the railroad, now baptized the "Transgabonais." Originally conceived as a link between the vast Belinga iron ore deposits in eastern Gabon (1 billion tons with 64% metallic content) and a planned minerals port at Owendo, the government has come to view the project in broader terms as a socio-economic imperative: a boost for agricultural production, cheaper transport costs for lumber exports, an alternative evacuation route for the manganese and uranium industries in the south-east, and a modern all-purpose port and industrial complex at Owendo.

Present plans call for construction of

only the first 200 miles of the projected 335-mile railroad, reaching deep into the so-called second forestry zone to permit a rapid increase in lumbering activity and thus speed up amortization. Estimated cost of this segment: $90 million. Once completion of this segment is assured, it is hoped that the consortium presently holding rights to the iron ore deposits (SOMIFER—50% Bethlehem Steel, 20% French financial institutions, remainder assorted European steel producers) will assume the major financial burden for completing the link to the mine site.

Deep-water port

With hopes high that the vital railroad will soon be realized, work is already under way on the Owendo port complex which will complete the link with the outside world and also replace Libreville's own antiquated port facilities. A $13 million grant from the Common Market permitted work to begin last June on the docks themselves and on a six-mile direct access highway. Water and electricity distribution systems are also being built.

The complex will eventually include a petroleum depot, timber storage facilities, extensive warehousing, a drydock and shops, and an industrial zone in addition to the expected iron ore handling facilities. The first of three berths is expected to be ready for use by June 1971. By 1972 it is expected to handle as much as one million tons of cargo annually.

Also keyed to the railroad-port complex is the Kinguele hydroelectric power project, on which work began in late 1969. At a first-stage cost of about $12 million, the dam will have a capacity of 17,000 kilowatts and is designed eventually to meet both Libreville's growing consumption (22% annual growth) and the anticipated needs of a cellulose factory and a complete cement plant in Owendo's industrial zone, planned to exploit locally available resources.

This year's budget reflects Gabon's modernizing impulse, both in its planned expenditures for new governmental offices and up-to-date equipment and in the anticipated new receipts from supplementary import duties. Balanced at about $71.7 million—more than 12% over last year's and four times the size of the 1960 budget—it looks to taxes on imports for better than 45% of its receipts, compared to only 13% in revenues from the export of its natural resources.

Gabon's steady foreign trade growth, together with its astonishingly favorable trade balance, support the logic of the government's budget and tax policies. From 1965 to 1968 the value of total trade grew from about $165 million to almost $187 million, an increase of over 13%, while the value on imports alone during the same period remained almost unchanged. By the end of 1968, Gabonese exports were almost double imports.

Despite this large and growing trade surplus, Gabon's payments balance (difficult to estimate in any event due to its membership in the larger franc monetary union and its lack of control over international transactions) appears definitely less favorable, chiefly because proceeds on sales of timber, minerals and petroleum are repatriated to Gabon only to the extent that these are required to meet local operating costs and essential plant improvement by foreign-based enterprises. Yet Gabon has a low burden of debt relative to its receipts, and its credit-worthiness remains exceptionally high.

For all the country's acknowledged natural wealth and steady expansion in recent years, production trends in its three principal extractive industries are somewhat uncertain just now:

Crude petroleum output rose only 9%, after tripling in volume from 1966 to 1968; new discoveries by the four international oil companies currently drilling and/or the four others currently bidding on concessions will be necessary to lift production above the present five million tons per year;

Manganese ore production continued its recovery with an 8% increase over 1968, but world market prices remained too weak to justify the cost of augmenting transport facilities required for further production increases (the railroad could change this);

Uranium ore production remained steady, but increased output appears unlikely as its entire production is controlled by and sold to the French Atomic Energy Commission at fixed prices.

The above three industries account for about 61% of the country's production; the lumbering industry contributes almost all the remainder. Here, current production figures are much brighter. After a steady downward trend since 1964, as the result of the Government's policy of moving major exploiters deeper into the interior, production rose sharply in 1968 and 1969.

Since increased production of lumber during the past two years has occurred in the face of high relocation and augmented transport costs (the more remote concession can no longer depend upon cheap water transport, being above the waterfall line, but must transport logs overland), it serves to underscore that industry's basic vitality and its importance to the Gabonese economy. Despite the glamor of oil and the high hopes for the mining industry, Gabon's growth will continue to depend upon rational exploitation of its virtually inexhaustible timber reserves for the foreseeable future.

The huge plywood factory at Port Gentil (world's second largest), produced more than 75,000 cubic meters last year. But new plants are springing up, including a highly-automated oil refinery (ELF/SPAFE) which processes local crude and meets the consumption needs of the entire UDEAC community; a brewery producing 60,000 hectoliters of beer and 25,000 of carbonated beverages per year; and a textile plant producing over four million meters of printed cotton cloth per year.

On the horizon are an explosives plant at Libreville; a $4 million chemical fertilizer factory at Port Gentil; a battery plant using by-products of the manganese industry; as well as a major expansion program at the giant plywood factory itself.

Unfortunately, the agricultural sector continued to stagnate: coffee production slumped by 25% last year despite rising world market prices; palm oil production rose in 1968 but then declined again sharply last year. Much more hopeful were the results obtained in experimental shrimp fishing, a joint venture involving the Gabonese Government and a private Japanese firm, whose one small boat demonstrated the industry's potential by producing an average of 1,200 pounds of shrimp daily through the course of the year. Expansion is planned if capital can be found to buy two or three trawlers (American boats are being sought).

Generous to investors

Gabon's investment code is one of the most generous in Africa, and its application by the government is even more liberal when this will serve Gabon's development goals. Tariffs and duties on capital equipment and essential materials imported by approved investors may be reduced or waived altogether (a point to be kept in mind by exporters as well), tax concessions are quite generous; and investors are allowed to repatriate profits without restriction. Adding to this attractive picture are government policies heavily committed to free enterprise, political tranquility, and peaceful management-labor relations. An investment guarantee agreement concluded between the United States and Gabon in 1963 remains in effect.

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Taiwan exceeds forecasts

U.S. share of import market slips, trade balance was $65 million in deficit

Taiwan's soaring economic growth gives no sign of slowing up as the nation enters the 1970's.

The real rate of growth in Taiwan's GNP during 1969 was probably equal to the fast pace of the year before (10.1%) although the official preliminary estimate for 1969 (8.7%) implied a drop.

According to the Economic Trends Report from the U.S. Embassy in Taipei, there are at least two reasons for believing these official estimates will have to be revised upward: first, preliminary GNP figures show a real product decline in agriculture (including forestry, fishing and animal husbandry) of 7.5% but subsequent official estimates show a decrease of only two-tenths of one percent; second, the highest growth rate in exports in the past five years (accompanied by the second highest growth rate in industry) is inconsistent with the lowest growth rate in GNP in the same five-year period, particularly since there was no significant change in the country's terms of trade or drawdown of inventories.

Central Bank foreign exchange statistics show Taiwan's exports to the United States increased by 42% in 1969 while imports from the United States gained by only 9%. The U.S. share of the market slipped to 28% of all imports while the trade imbalance in favor of Taiwan rose to $65 million for the year.

Nearly one-third of the increase in Taiwan's exports to the United States in 1969 was in textiles (largely man-made fiber) followed by electronics and electrical equipment (18%). Other commodity categories experiencing significant increases were articles made of plastics, Christmas decorations, sports equipment, toys, and plywood.

On the import side, major increases occurred in Taiwan's purchases of transportation equipment, ships for scrap, machinery, electronic and electrical equipment. Farm products continued to represent about one-third of U.S. exports to Taiwan.

The U.S. trade imbalance appears likely to continue, partly because of the low-cost, labor-intensive nature of products from Taiwan which have a competitive advantage and are gaining favor in the United States. Also promoting this trend is the pressure of Japanese competition and aggressive sales techniques (including the liberal extension of credits) which increasingly is winning over a larger share of the Taiwan market.

There have been no important new measures affecting trading relations with Taiwan. Two minor measures include a reduction in the export tax on mushrooms, asparagus and bananas and simplification of the system of duty and tax rebates on raw materials imported for processing and re-export.

The concern felt by the United States over the rapid increase in sales of foreign textiles in the United States was made known to local officials but, by the close of January, no conclusion had been reached on the U.S. request for voluntary restraints in the shipments of man-made fiber and wool textiles. U.S. representatives also have made known that in the absence of voluntary restraints it is likely that the Congress will place curbs on imports of woolens and man-made textiles.

Prospects for increasing trade

With its rapid diversification of industry, high rate of economic growth, rising standards of living, growing pace of exports, and increasing need for a wide variety of imports to provide the materials for growth, Taiwan continues to offer many attractive sales opportunities for the U.S. trader. Price competition has caused some of the slippage in the U.S. position, but the local markets are becoming increasingly sophisticated and require a good deal more in the way of aggressive and imaginative sales techniques than previously. Such techniques should include greater attention to publicity, market analysis, the transfer of technical know-how with the product, and preferential financial arrangements. With stiffer competition from other foreign sources, U.S. exporters may well have to consider a more positive approach to the matter of helping local agents obtain access to low-cost, private credits in order to finance imports.

Areas of greatest demand continue to include metal working, textile raw materials and equipment, plastics, construction, food processing, testing, measuring, control, materials handling, office, chemical and packaging items. With intensified investment in infrastructure, particularly harbors, roads, railways, aircraft, airports, electric power, communications, public health and sanitation, schools, there will be a step-up in demand for products ranging from precision instruments to heavy capital equipment.

The government has reformulated its guidelines for the approval of foreign investments. In general, approvals are to be focused on projects which produce solely for foreign markets, or for domestic as well as foreign markets if the good is not already produced locally, or for domestic and foreign markets if the good produced locally is substandard or in short supply. These tighter rules, however, are not likely to hamper U.S. investment interest in Taiwan and projects of these types will undoubtedly continue to hold the greatest interest for American investment capital.

Two new export processing zones will be opened for operation this year. The first, located at Tantze near Taichung in mid-Taiwan, is now completed. To date 40 firms have applied for the 50 available lots. The other, located at Nantze close to Kaohsiung, will be completed in June. Applications for the 200 factory sites will be accepted beginning in July.

U.S. promotional efforts

Continuing the trend of 1969, U.S. trade promotion in 1970 will emphasize trade missions and exhibition activities. One mission, composed of consulting engineers, visited Taiwan in February. A combination trade mission and technical seminar in electronic data processing, is due early in May. The big event of the

No sign of letup

Barring unforeseen catastrophes such as typhoons, all signs point to Taiwan's continued boom in 1970, with economic growth in the range of 11 to 13%. This optimistic forecast is based on a momentum in exports which shows no signs of receding; a high past rate of capital formation which also shows no signs of leveling off; contracts for conventional international loans, and approvals for private foreign investments which should assure a substantial inflow of capital in the current year; greater domestic savings combined with plans to mobilize and channel them into productive investments; and improvements in crop output.

DURING A RECENT TOUR of U.S. container facilities, Stanley Wai Yan Chow of Taiwan's Department of Shipping Industry studied a model of an Oakland terminal with manager Robert Crandall.

year, however, will be the U.S. Industrial Machinery Exhibition, scheduled for Nov. 2-7, in which over 50 U.S. manufacturers of some ten categories of equipment are expected to participate.

Cooperative market development activities on Taiwan by the U.S. Department of Agriculture and U.S. agricultural commodity associations will be expanded again in 1970. A new office has been opened by the American Soybean Institute, while Wheat Associates are expanding their promotional programs. Other participating commodity groups include raisins, feed grains, tallow, cotton, tobacco and dried peas and beans. Several trade and technical missions, both from and to the United States, will also be organized.

By value, volume and variety of exports, 1969 was a bumper year for the Republic of China. Exports not only were up by an astonishing one-third, but were nearly double the value of a mere three years ago. Imports also rose, but by a much smaller amount. The chronic deficit in Taiwan's trade was, therefore, cut in half to $94 million.

Textiles, Taiwan's leading foreign exchange earner, totaled $266 million, a gain of 45% over 1968. Next in importance was the export of $120 million in electronics (primarily) and electrical items which represented a gain of 51%. Exports of wood products (chiefly plywood) also moved rapidly ahead. Other major export items were canned foods (principally pineapples, mushrooms and asparagus), metals and machinery, bananas and sugar.

Among imports, the more noteworthy developments were substantial increases in chemicals, basic metals, electrical and electronic parts, machinery and equipment, raw cotton, wood and pulp, wool, crude oil, and manmade fibers. Tourism (including U.S. soldiers on R and R)—an increasingly important source of invisible earnings for Taiwan—added more than $67 million in foreign exchange earnings.

Over $150 million in external medium and long term loans were secured from conventional international sources in 1969, compared with $80 million in 1968. Among these was a U.S. Export-Import Bank loan of $79.7 million signed in July for the purchase of material for the construction of Taiwan's first nuclear power plant. The country's foreign debt service ratio remained highly satisfactory and while projections for the next few years show some rise, there is every reason to believe that it will remain low and well within manageable limits.

Data are not available on the volume of private capital inflows, but evidence indicates that it is higher than ever. Some $110 million in new foreign investment projects were approved in 1969, or 6% above the value of approvals in 1968. At the time, the 1968 level represented an all-time high which, in turn, was almost 170% of the record established in 1967. More than one-third of the proposed investment projects in 1969 were either U.S. in origin or through the Canadian subsidiary of a U.S. firm. Electronics continue to attract the greatest attention.

Capital inflows from private investments and from international financial institutions, along with earnings from tourism, more than offset the deficit in Taiwan's balance of trade. Gold and foreign exchange holdings in 1969 rose by $95 million (up 23%) and total holdings at the close of the year were at a level adequate to support five months of imports at the current rate.

Price movements unclear

Money supply in 1969 increased 16% (well above the estimated real rate of growth in GNP), compared with an increase of 13% in 1968. On the expansionary side, loans to private enterprises were the single most important factor with the largest amounts going to manufacturing and foreign trade. A rise in foreign exchange holdings was second.

A goal of the Fifth Four-Year Economic Development Plan (1969-72) is to hold the annual rise in commodity prices to less than 3%. However, according to the official index consumer prices once again in 1969 rose by more than 5%, with foodstuffs the major contributor to the rise. The official wholesale index, on the other hand, remained stable. Improvement of the official price indexes, including methods of collection and compilation, is under study by the government because of concern over the possibility that the increasingly obsolete official indexes no longer adequately reflect the magnitude of movements in the price structure.

Money remained fairly tight throughout the year, although 1) the volume of national bonds sold on the local market was considerably reduced as compared with previous years, 2) the marginal deposit requirement of importers was cut, 3) reserve requirements for the banking system were lowered, and 4) certain of the Central Bank's relending and rediscount rates were trimmed. Among other areas, tightness showed itself in an increase in the rate of interest of unsecured loans from non-banking sources (from 2.1 to 2.4% monthly), and in the large volume of Central Bank temporary accommodations to the banking system.

Bank modernization proposed

Modernization of the banking system and mobilization of domestic savings are now receiving top level attention in the Chinese Government. A committee has been formed to study ways in which banking laws and services should be overhauled to make the system more responsive to the needs of a rapidly developing economy. Among a number of proposed reforms

Strong growth pattern

All of Taiwan's economic sectors except agriculture exhibited pronounced growth in 1969. Forestry, fishing and animal husbandry showed satisfactory gains of more than 2%, 6% and 7%, respectively. Crops showed a decrease of less than 3%.

In the industrial sector the overall gain was 19%, with manufacturing showing a rise of 21% over 1968—the second highest gain in five years—and housing construction a gain of 22%.

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agreed to in principle by the Cabinet on Jan. 15 were the establishment of an institution specializing in financing long-term capital, and a change in lending practices from the present emphasis on a borrower's liquidity (collateral) to the potential earning capacity of the proposed loan.

The Cabinet also approved, in principle, the idea of a comprehensive program for encouraging and mobilizing private domestic savings. Proposals for the program include tax exemption on one-year savings accounts, programs to encourage the listing of equities on the stock exchange, enlargement of banking trust fund services, establishment of private investment trusts, extension of the postal savings system, creation of employee savings systems, and sale to the public of bonds for the construction of self-liquidating public projects.

Tax reforms in sight

Taiwan's energetic Tax Reform Commission is scheduled to terminate its work this summer. A major accomplishment in the 18 months since the Commission was formed was the 1969 overhaul of direct taxes on personal and business incomes. Presently pending action by the Cabinet and Legislature are inheritance, gift, house and slaughter house taxes, a new code for the conduct of tax officials, and a revised Statute for the Encouragement of Investment which will provide investors with a choice between a tax holiday, accelerated depreciation, or investment credits in calculating taxes on income derived from certain types of new investments.

The Tax Reform Commission is still studying the possibility of revising land taxes, substituting a value-added tax for the triple-layered Central and Provincial Government system of commodity, stamp and business taxes, and overhauling the structure of customs duties so that it will conform more closely to the country's development needs. The Commission already has prepared a draft reclassification of import tariffs to conform with the Brussels International Code which, when adopted, should help considerably to eliminate the wide area of discretion presently left to the customs collector.

Tax collections zoom

Tax collections in fiscal 1969 (at all levels of government, and including tobacco and wine monopoly profits) increased by an exceptional one-third over the previous year and accounted for a somewhat larger portion of GNP than hitherto (18%). The pronounced rise in tax revenues was primarily the result of increased commodity tax rates, improvements in the administration of collections, increased imports, and rising incomes. There also was some shift in the structure of revenues towards direct taxes (to 20% of all tax revenues exclusive of monopoly profits). Further shifts away from Taiwan's highly retrogressive tax structure is expected in the future as tax reforms begin to take effect. Greatly improved revenues in 1969 reduced the Central Government's dependence on the sale of bonds to finance the deficit. The national debt, which is moderate in size, increased only slightly in fiscal 1969.

For the future, the government is considering the use of bonds for financing specific self-liquidating development projects, and the introduction of short-term Treasury bills. Treasury bills eventually will provide an important tool for regulating the supply of money while, in the immediate future, they also can provide a less costly and more flexible way of financing the short-term seasonal requirements of the government.

Austrian dealer denied U.S. export privileges

Karl Landau of Vienna has been denied U.S. export privileges as a related party to Anna Wellems trading as Stemege, Handel Mit Steuerungstechnik und Messgerate of Vienna, the Commerce Department has announced. Anna Wellems and the Stemege firm have been subject to an order denying U.S. export privileges since April 1964.

The Department's Bureau of International Commerce (BIC) found that Karl Landau and Anna Wellems are closely associated in business and share the same business quarters in Vienna. BIC said Mrs. Wellems had used Landau as an intermediary to trade in U.S. goods.

To prevent evasion of the restrictions against Mrs. Wellems and her firm, it was found necessary to make these restrictions applicable to Landau. He was given the opportunity by BIC to show cause why the related party action under the U.S. export control regulations should not be taken against him, but he failed to respond.

All outstanding export licenses in which Karl Landau has an interest have been revoked, and he, his agents and employees are prohibited from participating in any transactions involving commodities or technical data exported or to be exported from the United States.

The U.S. export control regulations provide that without authorization from the Department of Commerce, no party may trade in U.S.-origin commodities or technical data with a party he knows has been denied U.S. export privileges.

Eximbank loan helps finance purchase of U.S. goods for Venezuelan satellite station

The Export-Import Bank of the United States has authorized a $4.2 credit to Compania Anonima Telefonos de Venezuela (CANTV) of Caracas, to finance 90% of the cost of U.S. goods and services required for constructing a satellite ground station and microwave link.

CANTV is a public corporation owned by the Government. Installation of the earth satellite communication station and supplementary equipment is part of a five-year plan for the expansion and modernization of CANTV's local and long distance telecommunications facilities. The earth station is to be located 50 miles south of Caracas with the microwave link to be connected to the main switching center in Caracas. General Telephone & Electronics International, Inc., will be the supplier.

Eximbank's loan is to be repaid in sixteen semiannual installments beginning in May 1972 with interest on outstanding balances at the annual rate of 6%. It will be guaranteed by the Republic of Venezuela.

Iran's new export rules contain very few changes affecting U.S. suppliers

Iran's new import-export regulations, which will be effective until Mar. 20, 1973 contain few changes from the previous regulations. Customs duties and Commercial Benefits Tax (CBT) have been raised on only a few items, none of which are of significant export interest to the United States. The CBT has been lowered one rial to 3.5 rials per kilogram (one rial equals US$0.132) on iron or steel blooms and from 10% to 6% on specialized medicaments.

The quota imposed on automobile imports in 1969 has been eliminated but CBT ranging from 175% to 500% on automobiles continues in effect. Importation of aircraft, watercraft and certain types of paper will now require prior authorization from the Ministry concerned. In an effort to expand exports, permission to import machinery for local industry will be conditioned largely on the export plans of the industry concerned.

Inquiries concerning the regulations for specific items may be addressed to the Near East-South Asia Division, OIRE, Bureau of International Commerce, U.S. Dept. of Commerce, Washington, D.C. 20230.

Balance of payments crisis will limit Philippine economic growth and imports in coming months

Balance of payments deficit climbed to $136 million in 1969; imports fell last year and may be curtailed throughout 1970

Balance of payments problems will dominate the Philippine economic picture throughout 1970. The semi-annual Economic Trends Report from the U.S. Embassy in Manila reports President Marcos as having described the current intense balance of payments crisis as the most serious problem now facing the Philippines. Deficits began to be serious in 1967 when the shortfall amounted to $64 million. In 1968 the deficit was a more manageable $48 million, but in 1969 preliminary data indicate it rose to $136 million. Heavy domestic spending in 1969 contributed to an unusually large expansion in domestic money supply of 20% in 1969 and contributed significantly to both import demand and inflation.

Increased foreign borrowing, mostly short term, was necessary to finance foreign obligations. The government and government-guaranteed foreign debt of the Philippines rose from $738 million at the end of 1968 to $823 million by the end of November 1969. Private foreign obligations also increased. Because more than half of the foreign debt is short term, the problem of managing the foreign debt became more difficult.

Immediately after his re-election, President Marcos initiated a series of measures designed to alleviate the dollar crisis. Government banks and agencies were ordered to halt all loans of foreign exchange and all guarantees of such loans. Government agencies halted the processing of all new contracts not already signed. Government spending programs were cut and some casual and temporary government employees were laid off. Reduced government spending and a balanced cash budget are being planned for the next five years. Commercial banks will be required to maintain reserves of 18% after Feb. 1 instead of the previous ratio of 16%. Most important was the announcement of Feb. 21 that the peso had been freed from artificial restraints and would be allowed to seek its own price on a free exchange market. The peso will probably stabilize at a rate possibly 40 to 50% cheaper than the old par value of 3.90 pesos to the U.S. dollar. Some limitations on funds for foreign travel, profit remittances, royalties and film rentals are also in effect.

Implications for U.S.

The U.S. share of Philippine imports went down from 32.4% in 1968 to an estimated 28.6% in 1969 and may decline further.

Exports to the Philippines of wheat, machinery and equipment, and other capital goods and essential commodities will probably hold firm through 1970, despite higher peso prices, but luxury and nonessential imports will be restrained by absolute prohibitions still in force.

Although foreign investment in essential and export industries is desired, continued uncertainties in the investment climate have tended to discourage new U.S. investment in the Philippines.

The annual Article XIV consultations with a team from the International Monetary Fund were held in Manila in January and were broadened to include discussion of a possible third credit tranche drawing facility as well. The talks were successfully concluded and agreement reached for a new drawing facility from the IMF which would amount to $27.5 million. The precise terms have not been announced, but typical third tranche terms would include limitations on the expansion of Central Bank credit, foreign borrowing, and government spending. The importance of a drawing arrangement with the IMF will be both financial and psychological, since it places an IMF stamp of approval on Philippine foreign exchange plans and builds confidence.

Economic development with monetary stability will not be achieved simply by stopgap measures. There is a need to expand exports, develop and implement infrastructure development projects eligible for long-term financing from abroad, and allocate scarce resources for maximum gain. In past years development programs emphasized import substitution and production for domestic consumption, but local industry is now overly dependent on imported materials. Development strategy is being altered in favor of greater export promotion, and the leaders of the Philippines have already taken the first steps, among which establishing a free market for the peso is one of the most important.

The Board of Investments has prepared a list of overcrowded industries, such as auto assembly and cement manufacturing, which will not be given incentives, and is concentrating its attention on granting incentives to export industry. Plans are being made for increasing tax revenues in order to finance vital infrastructure development. A few new tax measures have been announced, and more are anticipated. New surrender requirements on the dollar earnings of traditional exporters are intended to give the Central Bank a dollar income and will tend to reduce money supply.

Wants consultative group

The Philippine Government has asked the World Bank to organize an international consultative group on which would be represented those countries which are prepared to cooperate with programs for financing long-term development projects. The request is under serious study and could lead to new long-term loans and better coordination and planning for the use of both foreign and domestic assets. However, a World Bank consultative group would not be designed to help in solving the immediate foreign exchange problem.

Although private foreign capital is also being sought in priority areas, the many uncertainties about the future status of foreign investment in the Philippines have tended to discourage significant new inflows. American firms already established in the Philippines appear to have done well last year, with a few exceptions. However, an economic squeeze will very likely reduce sales in 1970. Their remittances of earnings and capital repatriations are also subject to restraints. Only one-fourth of the net earnings of some firms may be remitted in any one year, and only one-tenth of registered capital may be repatriated, but export-oriented firms and some others benefit from partial or complete exemptions.

Unusually strict limitations were placed on imports last October, but most of these have been abandoned as part of the new regulations introducing the "floating" peso

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exchange rate. Thus most U.S. exports may now enter without quantitative restrictions, but sales may be reduced because of higher peso prices. The effect of this new rule in most cases will depend, of course, on the relative elasticity or inelasticity of demand for the product concerned. In general, however, the easing of foreign exchange restrictions should benefit U.S. exporters, for they can once again compete on commercial terms with other suppliers in a large number of categories.

Still restricted, however, are imports of textile remnants and piece goods, unassembled automobiles and nearly 600 luxury and non-essential goods—those categorized as unclassified consumer (UC), semi-unclassified consumer (SUC), and non-essential consumer (NEC) in the Central Bank statistical classification of commodities list. Such imports are not permitted unless approved in advance by the Central Bank. At present, approvals are not being given, except in a few cases.

Total Philippine imports began to drop in late 1969 as a result of import restrictions and lack of foreign exchange. At the same time, total export earnings began to increase, due in part to increased shipment of copper concentrates, pineapple products, and bananas. Total imports in 1969 are expected to reach $1,130 million, a drop of 1.7% from their 1968 level, while exports are expected to be approximately $864 million, an increase of 1.9%.

Imports from Japan rose substantially during the last half of 1969, while imports from the United States weakened. As a result, projections indicate that Japan supplanted the United States in 1969 as the Philippine's chief supplier, capturing 29.3% of the market versus 28.6% for the United States. Imports from Germany and Australia also increased during 1969. Although exports to the United States have decreased slightly, the United States, in taking a projected 42.2% of Philippine exports, has remained the Philippines' chief customer. Exports to Japan jumped by almost 14% in 1968 due to increased shipment of copper concentrates, and Japan is expected to account for 37.2% of 1969 exports.

It seems likely that Philippine imports will be curtailed throughout 1970 because of higher peso cost. In the absence of major typhoon damage or other unforeseen problems. Philippine export performance in 1970 is expected to be strong. There should, therefore, be a substantial narrowing of the trade imbalance.

Against the backdrop of an ever more serious foreign exchange situation, the Philippine economy has nevertheless steadily expanded in each of the four years ending in 1969. Real growth in GNP continued above 6% in 1969, as it has since 1966, compared with the preceding 10-year period when growth rarely passed 5% and was often less.

Spurred forward by large increases in money supply and plentiful credit for most of the year, economic growth continued at close to the rates of 1968 in spite of inflation. In real terms GNP grew 6.3% in 1969, according to preliminary data released by the National Economic Council. Agriculture, fishing and forestry was the leading sector with real growth of 7.0%. Mining and quarrying grew at 6.7%, which was much slower than in previous years. Other sectors grew at between 4.3 and 5.6%, except for construction which recorded a decline of 5.3%.

However, with the new measures to limit the expansion of government and private spending, and to limit imports by raising their peso cost, the economic growth rate will probably fall off in 1970. Hardest hit will be the manufacturing, construction and trade sectors. On the other hand, the agricultural sector, if blessed with good weather, could offset much of the decline in industry and commerce.

Philippine agricultural production in 1969 is preliminarily estimated at 5.13% above 1968, considerably below the growth performance of the previous year, primarily because of the prolonged drought in late 1968 and early 1969. Prospects for the current year are considerably more optimistic as weather conditions since mid-1969 have been better than average in nearly all areas of the country.

The outlook for rice production in the current crop year, mostly because of improved weather, is for a crop estimated by the Bureau of Agricultural Economics at 3,347,000 metric tons, milled rice equivalent, up 16% from estimated 1968-69 production of 2,885,000 tons.

Sugar production during 1968-69 was an estimated 1,759,400 short tons, about the same as in 1967-68. The sugar industry now estimates 1969-70 production at 2,105,000 short tons, 20% above the outturn in the previous year.

For the third successive year, coconut production declined in the Philippines in 1969. Copra production in 1969, an estimated 1,181,000 long tons, was 13% below 1968, while the output of desiccated coconut was down 30%. If the weather continues favorable, production of coconuts in the current year are expected to rise 10 to 15%.

The two major constraints on higher growth are inadequate government revenues, which limit government investment without excessive inflationary financing and, perhaps more important, lagging export growth which is not sufficient to cover the cost of necessary increases in imports. Substantial economic growth is important to meet the needs of a population growing at about 3.4% every year.

Student demonstrations and rioting culminated in the death of six persons on Jan. 30 during a sharp clash with police and troops near the presidential palace. Since that time more demonstrations have been held, some riot damage has occurred, but there have been no deaths and few casualties. Anti-American themes have been part, but only a part, of student demands, which have included calls for an end to "fascism" and "imperialism" as well as for the resignation of some government officials. However, the overwhelming majority of students have eschewed violence, although activism among the youth of the Philippines is now more evident than ever before.

CONSTRUCTION RECORDED A DECLINE of 5.3% in 1969 and will be hard hit by recent measures to restrain spending and imports. This new office building in Intramuros is airconditioned by York.

Wants to ease curbs

Measures to limit the growth of government and private spending in the Philippines, and to limit imports by raising their peso cost, will probably reduce economic growth in 1970 below what it has been during the last four years. Imports are already lower. If the hopes of Central Bank authorities are realized, some easing of restrictions will be possible in the last half of this year, and recovery could occur before 1971.

Poland wants to buy U.S. capital goods, technology and know-how

Up to $300 million will be spent annually on Western products in order to increase productivity capacity of Polish industry

Polish officials have in recent months repeatedly expressed their interest in purchasing capital equipment, technology, and engineering know-how from United States firms for such branches of industry as chemicals and petrochemicals, machine tools, and plastics. These industries which have been singled out by the Polish economic planners for rapid development and high levels of capital investment during the period of the next five-year plan (1971-75), are regarded as the "carriers of technological progress" and are thought of as the trademarks of an advanced industrial economy.

Other branches of industry, while not in this preferred group (designated for a higher-than-average rate of investment) will, however, also be able to make substantial capital outlays to maintain or even increase their productive capacities. Thus, Poland's continued policy of a relatively high rate of capital investments, especially in high-technology industries, during the period of the next five-year plan is intended both to modernize the economy's output and to make it more productive.

As its Eastern European trading partners cannot supply the advanced technology and equipment needed to achieve these goals, Poland is planning to spend as much as $250-300 million annually during the following five years on imports from the West. Western Europe has already sold in recent years substantial quantities of industrial equipment to Poland (Great Britain about $50 million a year, West Germany about the same, and Italy about $30-40 million). U.S. sales of such products have amounted to only $4-5 million annually, the great bulk (80-90%) of U.S. exports to Poland having been in agricultural products.

American machinery and instrumentation enjoys an excellent reputation among Polish businessmen because of advanced design, high productivity, and quality construction. There is room for increased sales of such goods to Poland, provided American business makes a conscientious effort systematically to cultivate the Polish market.

Licensing route also open

Beyond the expanded trade potential through the sale of machines, instruments, and equipment, the acquisition by Poland of technical know-how through licensing arrangements offers additional prospects for increased Polish-U.S. trade. Such arrangements might involve the sale of technology, hardware, and engineering services.

While Poland usually seeks financial terms for such transactions similar to those available in Western Europe, their current absence in the United States should not be considered an insurmountable obstacle. Poland's favorable trade balance with the United States, amounting to $30-$40 million per year, provides an adequate financial base for its cash purchases from the United States. Moreover, although in large transactions Poland initially demands compensatory deals with partial payment in Polish products, these demands are generally negotiable.

The American businessman may initially feel intimidated by the complexities of doing business in Eastern Europe. He must resign himself to the fact that some normal marketing and promotional methods —such as advertising—are not easily available. He must take into account problems of credit and export licensing. However, Polish foreign trading agencies welcome preliminary survey visits by American businessmen and will help to schedule their time efficiently. Visits to potential end-users in industrial combines and plants can often be arranged.

Success in breaking into the Polish market will not, however, be achieved in one visit. It requires investment in time and patient follow-up. Participation in the Poznan Trade Fair may be a useful step. (NOTE: For the first time, the Department of Commerce will have a Business Information Office at Poland's Poznan International Fair, June 14-23, 1970. Firms interested in supplying catalog material should write to the U.S. Department of Commerce, Bureau of International Commerce, Mail Stop 918, Washington, D.C. 20230.)

There are profitable export opportunities in the growing Polish market in the 1970's. If initiatives are taken now, American firms can get an important share of these orders.

License may be needed

Many exports to Poland of capital equipment, technology and engineering know-how may require a specific export license. Some technology and equipment may be under General License. Where specific export licenses are required, approvals may be forthcoming where the plant, technology, and/or equipment are in the civilian sector and available abroad. Conversely, requests may be denied when the commodity falls within the area of higher sophistication or has significant military end-uses and the particular transaction involves a use that is deemed to be detrimental to our national security.

Firms interested in this market are encouraged to confer with the Office of Export Control, BIC-840, U.S. Department of Commerce, Washington, D.C. 20230, or with any of the Commerce Department Field Offices before conducting extensive negotiations. All contracts should be made conditional upon obtaining an export license when and if required.

Loan helps Brazil tire firm buy U.S. goods for plant

The Export-Import Bank has authorized a credit of $4.4 million to Pirelli, S.A.C.I.B. of Brazil to help finance the purchase of U.S. machinery and equipment required for the expansion of Pirelli's Sao Paulo tiremaking plant. Total cost of the project will be nearly $11 million.

The Chase Manhattan Bank of New York will extend an equal credit to cover the balance of the cost of purchases from the United States for the expansion program.

Farrel Company, a division of USM Corp. located in Ansonia, Connecticut, will be the major supplier of the U.S. equipment.

Pirelli, S.A.C.I.B. is one of Brazil's oldest and largest firms, producing tires, cable and electrical equipment for local industries and consumers.

Eximbank's credit is to be repaid in six semiannual installments beginning in June, 1975 with an annual interest rate of 6% on outstanding balances.

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Ghana liberalizes bulk food imports

A relaxation of import restrictions on selected food products imported in bulk was recently announced by the Ghanaian Ministry of Finance. Effective Mar. 12, bulk shipments of milk, corned beef, canned sardines, pilchards and salmon, and baby food, formerly imported only under a specific license, may be imported under Open General License (OGL). In addition, for these products, the 180-day supplier credit requirement, applicable to most imports, has been dropped.

Importation of bulk shipments of rice, already exempt from the 180-day supplier credit requirement, but previously requiring a specific license, may now also be imported under OGL. This liberalization should be of particular interest to U.S. rice exporters, since the United States is currently the principal supplier of rice to the Ghanaian market and consumer acceptance and trading channels for U.S. rice are well-established.

Imported fresh meat and fish will remain subject to specific licensing and 180-day credit terms, but an additional NC 1.5 million (NC 1 = US$0.98) in foreign exchange will be made available for such imports.

However, the placing of the above items on OGL and the institution of payment-upon-delivery terms does not mean exporters will necessarily receive immediate payment for their goods since the delay in current account foreign exchange availability is approximately two months.

The total Ghanaian liberalization package is estimated by the Ministry to involve the expenditure of an additional NC 10.5 to 11.5 million in foreign exchange per year.

Spain standardizes labeling, composition of textile items

The Spanish Ministry of Industry published an Order in the *Official Gazette* dated Feb. 23 implementing the standardization of labeling and composition of textile products. The regulation affecting BTN Chapters 50-63 was due to go into effect on Apr. 1 for yarn and thread; May 1 for trim; and July 1 for ready-made clothing of all types.

The same Order specified that the Director General of Textile, Food, and Miscellaneous Industries of the Ministry of Commerce is authorized to issue further regulations that must be adhered to by official agencies or private individuals who may be empowered to act as analyzing centers of textile fibers.

Additional information regarding Spanish labeling requirements for textile products may be obtained from the Office of Textiles, BDSA, Department of Commerce, Washington, D.C., 20230.

New German law applies to goods with electrical wiring

The German Law on Safety Requirements for Technical Appliances ("Maschinenschutzgesetz"), which became effective on Dec. 1, 1969, includes certain directives concerning electric wiring, which occasionally have caused annoyance to American exporters and to exhibitors at the Trade Center in Frankfurt.

Under the provisions of the new law, the insulation of the ground wire in three-lead feed lines must be marked by longitudinal green and yellow stripes. This applies to all new appliances, machinery, and other electrical equipment sold and/or installed in the member states of the CEE (International Commission on Rules for the Approval of Electrical Equipment). Moreover, it is expected that the International Electrotechnical Commission (IEC) in Geneva, Switzerland will eventually adopt the system for the sake of international uniformity.

American manufacturers have been unable to procure the green-and-yellow-striped wire in the United States, and two of the major American electrical concerns who are active in this market have stated that they re-wire U.S. made equipment, where necessary, using wiring obtained through local German channels. Electrical safety requirements in Germany are established and controlled by the Association of German Electrical Technicians (VDE) in Frankfurt, which grants the VDE "mark of approval" to electrical appliances, equipment and components. Foreign companies are eligible for the privilege of using the VDE seal, and several U.S. companies have become licensed VDE plants. However, no U.S. manufacturer of electrical wiring has applied for or obtained the VDE seal of approval. Applications for VDE seal licenses should be addressed to Verband deutscher Elektrotechniker (VDE), 6000 Frankfurt/Main 70, Stresemannallee 21, Germany.

Canada studies duties on photo equipment

Canada's Minister of Finance has directed the Canadian Tariff Board to make a study of the provisions of the Customs Tariff relating to equipment used by the photographic industry. This directive was prompted by representations to the Minister that the tariff provisions have become out of date. The Canadian tariff numbers of the items to be reviewed are:

46200-2	46230-1	46300-1
46205-1	46235-1	46305-1
46210-1	46240-1	46310-1
46215-1	46241-1	46315-1
46220-1	46245-1	46320-1
46225-1	46255-1	46325-1
		46330-1

If the Board's study should indicate that amendments to the Customs Tariff are desirable it will prepare a revised schedule of tariff items, with recommendations as to rates of duty. As most of the foregoing classifications are bound under the GATT against tariff increases, any duty increases which the Government should decide to enact will require renegotiation with interested countries exporting these items to Canada.

A public hearing will be held in the Board's courtroom at 219 Argyle Ave., Ottawa, commencing Sept. 14 at 10 a.m. Persons wishing to attend this hearing should notify the Secretary of the Board not later than Sept. 4. Interested parties, including U.S. exporters, should file written briefs or submissions not later than June 19. Two hundred and fifty (250) copies should be filed with the Secretary of the Tariff Board, Ottawa 4, Ontario.

Those who want further news of developments regarding this matter, and who are not already on the Board's general mailing list, should request the Secretary to place their names on the mailing list for Reference 147.

Peru extends import ban

Peru has extended indefinitely its ban on the importation of a number of products that was to expire on Mar. 31. The current list of prohibited imports includes the original list announced in June of 1968 and a supplemental list of some 140 items announced in September 1969 (See *International Commerce* of Oct. 20, 1969).

Brazil, Costa Rica get $115 million from World Bank

Road projects designed to stimulate economic gains in both countries

The World Bank has approved a loan of $100 million for the construction, improvement, engineering or feasibility studies of over 5,000 miles of high priority roads in Brazil, and one of $15.7 million for a 35-mile road section in Costa Rica which will provide the first all-weather highway between the country's capital and main port.

All imported goods and services paid for with World Bank funds must be procured through international competitive bidding.

The $225 million Brazilian road project being assisted by the $100 million Bank loan is based on the recommendations of a comprehensive transport survey carried out over the last five years. About half the roads to be constructed are in the Northeast and will facilitate the integration of one of Brazil's most populated and poorest regions with the highly developed areas to the south. The engineering and feasibility studies give emphasis to the main trunk roads in the western regions, still sparsely settled but with a high potential for agricultural development.

The Costa Rican project being assisted by the Bank will remedy an important deficiency in the road system—lack of a highway connection between the capital, San Jose and the country's main port Limon on the Atlantic Coast. The new road will extend 35 miles from Siquirres to Limon and will include the construction of 19 bridges, river defense works, and about 150 drainage structures because it crosses many rivers. Feasibility studies will also be made of the existing San Jose-Siquirres road, as it is in need of improvement.

U.K. paper, board output reached new high in '69

According to a recent report, British production of paper and paperboard set a new record in 1969. Output from U.K. mills reached approximately 4.9 million tons, an increase of 6% over 1968. In addition to the record output, new highs were achieved in the areas of exports, imports and consumption of paper and paperboard products.

Exports in 1969 totaled $118 million, up nearly 22%. On the other hand, foreign suppliers enlarged their share of the U.K. market. Imports climbed 9.4% to $434 million and accounted for over 34% of U.K. consumption.

Leading the way in output were the printing and writing types of paper, which accounted for about 22% of total paper production. The production of newsprint was second, accounting for over 16% of output.

Italy curbs lira outflow

In a further step to curtail the outflow of the lira, the Italian exchange office recently moved to reduce the possibility of large shifts in commercial leads and lags. Under the amended exchange control regulations prepayments of imports are limited to no more than 30 days in advance of delivery, and repatriation of export earnings are required within 120 days of shipment, compared with one year in each case under the earlier regulations. Translated copies of this change as announced in the circular of the Italian Exchange Office are available upon request from the Italy Desk, BIC-888, U.S. Dept. of Commerce, Washington, D.C. 20230.

Sweden raises value-added tax on some items to 14%

A Swedish royal decree has increased that nation's value-added tax from 10% to 14% on the following products:

Passenger automobiles, panel trucks, station wagons or trucks equipped with passenger vehicle bodies having a maximum service weight of 1,800 kilograms. Vehicles intended for commercial use are exempt;

Motorcycles, snow scooters, camping wagons or so-called house trailers;

Vessels and marine motors, excluding vessels and motors intended for commercial use; and

Television receivers, including television receivers combined with radio receivers, record players or similar instruments, with the exception of so-called monitor and other receivers designed for picture and sound transmission by cable.

This decree became effective Feb. 9.

UAR drainage project gets $26 million boost from IDA

What is reputedly the largest tile drainage operation ever undertaken will go forward with the assistance of a $26 million credit to the United Arab Republic from the International Development Association (IDA), an affiliate of the World Bank. The project will provide drainage for nearly one million acres of irrigated land in the Nile Delta.

Contracts financed by IDA will be awarded after international competitive bidding. These contracts will be primarily for the importation and installation of pumping machinery, for tile-laying machinery, and for other equipment.

The project will be executed by the Nile Delta Authority for Tile Drainage Projects which was established by Presidential Decree in September 1969. It will be carried out over a period of 6½ years at a total cost equivalent to $147 million. The IDA credit will cover the foreign exchange costs; local currency expenditures will be met by the UAR Government.

The principal elements are the installation of tile drains by mechanized means; the remodeling of open drains and structures to discharge the greater drainage flow; construction of 11 pump stations; the construction of workshops and procurement of transport for operating services, and the employment of consultants to assist the Nile Delta Authority.

Germany sets import quotas on U.S. wheat, canned pears

The German Government's Import and Storage Agency for Grains and Feeds has announced its readiness to purchase wheat from the United States for the federal reserve stock in West Berlin. Imported wheat must, upon delivery, meet the requirements of the German plant protection residues ordinance, according to the *Bundesanzeiger* No. 40 of Feb. 27.

About 16,000 to 17,000 metric tons of Hardwinter No. 2 are expected to be acquired under the quota for April.

Germany also opened a quota for the importation of canned pears in containers of less than 4.5 kg. from several countries, including the United States, according to the *Bundesanzeiger* No. 43 of Mar. 4. Applications for import licenses will be accepted from now until the value limit is reached, but not later than Sept. 29. The import licenses will be valid until Sept. 30. Products containing added sugar will be subject to the respective European Economic Community regulations. For previous announcement see INTERNATIONAL COMMERCE of Sept. 29, 1969.

XUM

U.S. licenses sought by three Latin firms

● A licensing or joint venture arrangement is sought by a Mexican firm to make heavy machinery requiring sophisticated production techniques. The firm is interested in machine tools, plastic machinery and other capital equipment. The company does not wish to make essentially routine products.

The company is a member of the Monterrey Glass-Brewery-Steel group, employs approximately 1,300 people and has licensing arrangements with U.S., British, Italian and German companies.

The firm expects to have excess capacity in its machinery division beginning in 1972 and wants to diversify its product line in order to continue a growth rate of about 20% a year.

Write: Fabricacion de Maquinas, S.A. (FAMA), Apartado Postal 656, Guerrero Norte 3200, Monterrey, N.L., Mexico. WTD. **P-70502.**

●An Ecuador meat company, with a modern plant in the cattle region of the country, is seeking a U.S. partner for the expansion of its operation. The firm which, established in 1965, had sales of $1 million in 1968 and is planning a $500,000 addition to its existing factory in Santo Domingo de los Colorados, approximately 65 miles west of Quito.

The company produces whole carcasses of beef and pork; boiled ham and other cooked pork items; natural sausage casings; edible tallow and lard; and hides, skins and pelts. The dressed meat, after processing, is shipped by refrigerated trucks to Quito and Guayaquil for distribution through retail outlets and supermarkets in those areas.

Write: Frigorificos Ecuatorianos C.A. (FRESCA), Apartado 2237, Quito, Ecuador. WTD. **P-70511.**

● The National Livestock Association of Peru is interested in contacting U.S. firms prepared to construct and finance a plant to produce feed concentrates for livestock and poultry. Plans call for a facility with initial capacity of 115,000 metric tons of feed rations containing 20% cottonseed cake that can be expanded to produce 345,000 metric tons in the next few years.

Write: Asociacion de Ganaderos del Peru (National Livestock Association), Pumacahua 877, Lima, Peru. **P-70512.**

New Zealand firm desires to diversify product line

A mechanical engineering firm and ship builder in New Zealand wants to diversify and expand. The company seeks licensing agreements to manufacture products for both the domestic and export market. Products of interest include equipment for the dairy, meat and timber industry, motor vehicle components, pipe fittings, heat exchangers and finned tubing. The firm would also consider production of conveyor chains, grinding wheels, saws and fastening devices.

Currently the Auckland concern makes boilers, earth moving equipment and tractors under licenses from American companies and operates well equipped fabrication facilities.

Write: Mason Bros. Engineering Ltd., Pakenham St., P.O. Box 2218, Auckland 1, New Zealand. **P-70507.**

License to make pumps, compressors goal of concern located in Belgium

A Belgian firm seeks to expand its product line through a licensing agreement with a U.S. manufacturer. The Belgian company is interested in the production of vacuum pumps and compressors, stainless steel tanks and containers and refrigeration equipment. It operates extensive manufacturing facilities and exports a substantial part of its production, consisting principally of cream separators and milk cooling units.

Write: Victor Bernard, Deputy Consul General, Belgian Consulate General, 50 Rockefeller Plaza, New York, N.Y. 10020. **P-70500.**

Franchise in Germany?

Expanding opportunities for franchising arrangements in a wide range of services have been reported for Germany. Increased German interest in franchising reflects not only the steady rise in disposable income and the country's living standard, but also a continuing labor shortage which has compelled firms in the service sector to modernize and increase their efficiency.

Additional information regarding the development of franchised units is available in a circular entitled, *Franchising in Germany—Opportunities and Pitfalls.* This document is based on an American consular report from Frankfurt, and may be obtained from the European Division, BIC, U.S. Department of Commerce, Washington, D.C. 20230.

Austrian private investment due for 16% rise in 1970

Austrian private industrial investment will increase 16% in 1970 according to a recent survey conducted by the Austrian Institute for Economic Research in Vienna. Industries planning particularly high investment increases are: the petroleum industry (25%), the paper industry (122%), the electrical industry (75%), the automobile industry (29%), and the steel and iron industry (38%).

The consumer goods industry expects an increase of its investments by 24%, the intermediate producer goods industry by 12%, and the capital goods industry by 10%.

Know-how or license sought on metal truss road bridges by company in Venezuela

A Venezuelan metal fabricating company is seeking technical know-how or a license from an American company for the design and manufacture of metal truss highway bridges. The company, established in 1946, has three shops producing pressure vessels, storage tanks, water towers, roof trusses and automotive parts.

Write: Dr. Esteban Godayol, Manager, Talleres Hispania C.A., Avenida Trieste con Avenida Chicago, La California Sur, Caracas, Venezuela. WTD. **P-70495.**

Two Australian companies want American licenses

● An Australian manufacturer of industrial heating equipment and furnaces seeks licenses to make additional products in this field.

A representative of the Australian firm plans to visit America early in May to discuss licensing agreements with interested U.S. companies. **P-70514.**

● Licenses to produce acoustic equipment such as engine and duct silencers, industrial fume scrubbers and incinerators, anti-vibration and impact absorbing equip-

ment and industrial processing machinery are sought by another Australian concern. The firm would consider importing the more specialized products for assembly.

Presently, the Australian concern produces air, oil and micro filters, fuel and lubricating oil filters, silencers, exhaust spark arrestors and engine intake filters. Although a wholly owned subsidiary of a U.K. organization, the company has complete autonomy in Australia and is now diversifying. It exports parts of its production to countries in South East Asia. Quoting project number D.9645. **P-70505.**

For details on both opportunities, **write:** Frank E. Rule, Director, New South Wales Center, Suite 1301, 680 Fifth Ave., New York, N.Y. 10019.

Eximbank loan helps Iran buy 51 GM locomotives

The Export-Import Bank of the United States has authorized a $15.2 million loan to help the Imperial Government of Iran purchase 51 General Motors diesel electric locomotives and related equipment for the Iranian State Railways. The purchase will increase the Iranian State Railways' fleet to 223 diesel electric locomotives, all supplied by the Electromotive Division of General Motors Corporation.

The first part, and the backbone, of the Iranian State Railways system, is the 900-mile Trans-Iranian Railway from the Persian Gulf to the Caspian Sea, which was built over a ten-year period and opened in 1938. It was one of the important accomplishments of the late Reza Shah Pahlavi, father of the present Shah. Since World War II, the Railways have greatly expanded their routes, which will soon total three times the length of the original Trans-Iranian line. A connection with the Turkish State Railway will shortly make possible through rail traffic to Europe.

The Imperial Government of Iran will make a cash payment of at least 10% and General Motors will also extend financing. Eximbank's loan will be repaid in 20 semiannual installments beginning in August 1971 and will bear annual interest of 6%.

Belgian paint producer desires to diversify line

A manufacturer of a wide range of paints and related products for the building and metalworking industries seeks to diversify production through a joint venture with a U.S. paint company. The Belgian concern operates a recently modernized plant near Brussels and employs about 280. Its sales force calls on retailers, building contractors, and metalworking companies. The firm exports part of its production and has a sales subsidiary in France.

Write: Victor Bernard, Deputy Consul General, Industrial Section, Belgian Consulate General, 50 Rockefeller Plaza, New York, N.Y. 10020. **P-70499.**

Two U.K. concerns want U.S. licenses

• A London firm desires licenses to manufacture special chemical mixtures, blends or emulsions for metal treatments and coatings, de-rusting, stone cleaning, tanker cleaning, floor and wall surfacing, water proofing and flame retarding of materials for the building trade. It is particularly interested in the production of specialty products having definite technical or material cost advantages.

The firm, W & F Walker Ltd. is a subsidiary of the Talbex Group, an organization involved in special operations including the manufacture of: commercial and household soaps, detergents, disinfectants, polishes, floor seals, candles and allied lines; toiletries, toilet soaps and hair preparations; and, contents for and the packaging of a wide variety of aerosols. The firm is also engaged in the cutting and shaping of marble, granite, slate and stone, and the laying of floors.

Distribution depots are at London and Edinburgh and the company employs 400 persons, including 60 salesmen.

Stanley H. Lunt, Managing Director of W & F Walker Ltd. will be visiting Philadelphia on May 21 for about 10 days and will meet representatives of U.S. organizations responding to this proposal.

Write: W & F Walker Ltd., Lunt Ave., Park Lane, Bootle 10, Lancashire, England, or after May 15, Stanley H. Lunt, c/o British Consulate General, 12 So. 12th St., Philadelphia, Pa. 19100. WTD. **P-70503.**

• A British producer of locomotive engine cooling units, hydraulic and pneumatic cooling equipment and finned tube air blast heat exchangers for industrial purposes seeks licenses. The company is interested in the manufacture of equipment complimentary to its present product line such as alternative types of heat exchangers, package heating and ventilation units and air purification equipment. The firm also makes heating, ventilation and air conditioning equipment.

Write: Spiral Tube (Heat Transfer) Ltd., Osmaston Park Road, Derby, Derbyshire, England. WTD. **P-70513.**

German components firm, pipe line maker interested in obtaining U.S. licenses

• A German manufacturer, exporter, designer and installer of hot and cold pipe line systems for the chemical, oil and foodstuffs industries seeks licenses to manufacture similar products to expand its production program.

Write: Rohrleitungsbau Unna, Otto Papenberg KG, 87 Hansastr., Postfach 266, 475 Unna, Germany. WTD. **P-70504.**

Brochures in German describing the firm's facilities are available through the Office of International Investment, Department of Commerce, BIC-878, Washington, D.C. 20230.

• A license to manufacture electrical and electronic components which would lend themselves for assembly into finished products is sought by a German firm. The company would be willing to purchase certain necessary parts. The components would be distributed on the European market.

Write: Rudolf Klotzbucher, Manager, Market Development, German American Chamber of Commerce, 666 Fifth Ave., New York, N.Y. 10019. **P-70506.**

Investment Assistance

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. "P" numbers should be used when writing about specific proposals.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington D.C. 20230 or the nearest Department of Commerce Field Office.

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations administered by the Office of Foreign Direct Investment, U.S. Department of Commerce, Washington, D.C. 20230.

XUM

Metal products named on Pakistan tender

The Government of East Pakistan is seeking tenders on the supply of the following items: special steel doors and windows including Z-sections, ¾″x¾″x1″x⅛″ (244 tons); T-sections, ¾″x¾″x1″x⅛″, 80 tons; window boxes, ½″x¾″x1″x⅛″, 55 tons; door boxes, 1½″x ¾″x1″x⅛″, 24 tons; (these materials should be of steel having .25% to .3% carbon); pegstays, 16,000 pcs; tower bolts 12″ long, 2000 pcs; tower bolts 6″ long, 2000 pcs; steel hinges 4″ long, 24,000 pcs; (these materials should be of steel having .3% to .4% carbon; the steel should be rolled); brass hinges 4″ long, 9000 pcs; (should be of common yellow brass having zinc 25% to 30%, the rest copper; and mortise locks, 4000 pcs.

The bid deadline is April 30, 1970. A set of tender documents sells for a non-refundable 45 rupees (4.76 rupees equal US$1) and is available from the Director of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca-2, East Pakistan. Cable: SUPPLY, Dacca. One set is available for review in the offices of the Construction and Building Materials Division, Room 5611, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-3602).

May bid deadline announced for Malaysian telex system

The Director-General, Telecommunications, Headquarters has issued Tender No. LN. 1016 for the supply of automatic telex system. The bid deadline is May 21.

Bids should offer an automatic telex system for the national network, and the international switching center at Kuala Lumpur, and provide assistance and supervision in the installation and commissioning of the system.

Copies of the tender announcement and specifications are available from the Director-General, Telecommunications Headquarters, Jalan Bukit Nanas, Kuala Lumpur at a cost of M$50.00 (US $1.00=M$3.03) or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4823).

Argentine agency invites bidding on grain loading facilities

The Argentine Bureau of Construction of Grain Elevators invites tenders for the construction of new grain loading facilities and the expansion of existing facilities at the Port of Rosario, Santa Fe Province. A budget estimate sets the cost at 6 million Argentine pesos (one U.S. dollar equals 3.50 Argentine pesos), to be partially financed by an Inter-American Development Bank loan. The bid deadline is May 19.

Copies of conditions are available for 200 Argentine pesos from: Direccion Nacional de Construccion de Elevadores de Granos, Avda. 9 de Julio 1925, 4th Piso, Buenos Aires, Argentina.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. The three-digit numbers and commodity classifications are from the Standard Industrial Classification (SIC) Manual. The five-digit numbers under each heading are from the Numerical List of Manufactured Products, 1967 Census of Manufacturers, Bureau of the Census and are used extensively by government and industry in classifying products.

U.S. firms should also be aware that the listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the *Department of Commerce Export Control Regulations* or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

NOTE: The SIC Manual is available for $4.50; The Numerical List of Manufactured Products (MC67-1) for $1.75 and the Export Control Regulations are priced at $12 a year. These publications may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any of the 42 Department of Commerce Field Offices throughout the United States.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

203 Canning, preserving foods

20338—AUSTRIA—Dietetic jams, preserves, other food preparations. Alpursa GmbH (importer, distributor, manufacturer), Veithgasse 6, A-1037 Vienna, Postf. 194. WTD in preparation.

20991—GERMANY—Gelatine. Prices c.i.f. Hamburg or Bremen. Willi Krueger KG (importer, distributor, exporter), 56 Preussenstr., 4033 Hoesel. WTD 3/70.

221 Broad woven fabric mills, cotton

22117—SOUTH AFRICA—Finished woven cotton fabrics, suitable for manufacture of ladies' dresses. G. W. Cowie & Co. (Pty.) Ltd. (agent), P.O. Box 2350, Durban, Natal. WTD 1/69.

222 Broad woven fabric mills, manmade fiber, silk

22218—SOUTH AFRICA—Finished woven man-made fabrics, suitable for manufacture of ladies' dresses, lingerie. G. W. Cowie & Co. (Pty.) Ltd. (agent), P.O. Box 2350, Durban, Natal. WTD 1/69.

225 Knitting mills, products

22561—SOUTH AFRICA—Knitted fabrics,

suitable for manufacture of ladies' dresses, lingerie. G. W. Cowie & Co. (Pty.) Ltd. (agent), P.O. Box 2350, Durban, Natal. WTD 1/69.

228 Yarn, thread mills, products

22823—SOUTH AFRICA—Viscose, acetate and tri-acetate filament yarns for use in weaving, knitting industries. G. W. Cowie & Co. (Pty.) Ltd. (agent), P.O. Box 2350, Durban, Natal. WTD 1/69.

229 Textile goods

22920 — SOUTH AFRICA — Lace edgings, nylon and acetate, for use in lingerie industry. G. W. Cowie & Co. (Pty.) Ltd. (agent), P.O. Box 2350, Durban, Natal. WTD 1/69.

232 Men's, youths', boys' furnishings, work clothing

23291 — BELGIUM — Heavy outerwear; coats, jackets. Freddy Baudry (distributor), 53 Blvd. Eisenhower, 7500. WTD 2/70.

23292—BELGIUM—Swimwear, etc., slack suits, sweaters. Freddy Baudry (distributor), 53 Blvd. Eisenhower, 7500 Tournai. WTD 2/70.

234 Women's, misses', children's, infants' under garments

23412—BELGIUM—Children's, infants' underwear. Freddy Baudry (distributor), 53 Blvd. Eisenhower, 7500 Tournai. WTD 2/70.

23413—BELGIUM—Children's and infants' nightwear. Freddy Baudry (distributor), 53 Blvd. Eisenhower, 7500 Tournai. WTD 2/70.

242 Sawmills, planing mills

24211—GERMANY—Sawed lumber. Price quotations c.i.f. Hamburg or Bremen. (importer, manufacturer, agent), 55 Merowingerstrasse, 4 Duesseldorf. WTD 3/70.

282 Synthetic materials

28213—GREECE—Polyethylene resins. Request prices. Mamonidis, Stavros and Paul (importer, distributor, agent), 26 Chalkokondyli Street, Athens 102. WTD 2/70.

28214—TAIWAN—Polyester resins, suitable for use in fiberglass boat hull construction. Maritime Engineering Service (importer, agent), P.O. Box 265, Taipei. WTD in preparation.

283 Drugs

28340 — AUSTRIA — Pharmaceutical preparations new to Austrian market. Alpursa GmbH (importer, distributor, manufacturer), Veithgasse 6, A-1037 Vienna, Postf. 194. WTD in preparation.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

28445—AUSTRIA—Cosmetic preparations. Alpursa GmbH (importer, distributor, manufacturer), Veithgasse 6, A-1037 Vienna, Postf. 194. WTD in preparation.

289 Chemical products

28930 — GREECE — Printing ink (offset, rotogravure, flexographic inks). Request prices. Mamonidis, Stavros and Paul (importer, distributor, agent), 36 Chalkokondyli Street, Athens 102. WTD 2/70.

307 Plastic products

30798 — GERMANY — Synthetic casings. Prices c.i.f. Hamburg or Bremen. Willi Krueger KG (importer, distributor, exporter), 56 Preussenstr., 4033 Hoesel. WTD 3/70.

342 Cutlery, hand tools, general hardware

34291 — SOUTH AFRICA — Marine hardware, including aluminum alloy masts, ocean going yacht rigging, PVC covered galvanized wire rope, yacht plumbing fixture fittings and trim, winches, alcohol stoves, boat safety equipment, distress flares, inflatable life rafts, lifeboat equipment. Normat S. A. (Pty.) Ltd. (importer), 21 Hart St., P.O. Box 4083, Port Elizabeth, Cape Province. WTD 5/69.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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353 Construction, mining, materials handling machinery, equipment

35310—LEBANON—Reconditioned, rebuilt and used construction and building equipment. Phoenicia Contracting Engineering & Trading Co., S.A.L. (importer, distributor, agent, retailer, general building contractors and civil engineering services) Sabbah Bldg., Mamary St., P.O. Box 4532, Beirut. WTD 3/70.

35321—PAKISTAN—Mining machinery. Requests catalogs, quotations, c. & f., Karachi. Enterprises Neemacia (agent), Zamindar Bldg., Campbell St., Karachi. WTD 3/70.

35340 — PAKISTAN — Elevators, moving stairways. Requests catalogs, quotations, c. & f., Karachi. Enterprises Neemacia (agent), Zamindar Bldg., Campbell St., Karachi. WTD 3/70.

354 Metalworking tools

35410—SOUTH AFRICA — Machine tools, metal cutting types. Normat S. A. (Pty.) Ltd. (importer, distributor, retailer), 21 Hart St., P.O. Box 4083, Port Elizabeth, Cape Province. WTD 5/69.

35410—SPAIN—Machine tools, metal cutting types. Manuel Herrero Ayuso (agent), San Ramon Nonato, 6, Madrid (16). WTD 3/70.

35420—SOUTH AFRICA—Machine tools, metal forming types. Normat S.A. (Pty.) Ltd. (importer, distributor, retailer), 21 Hart St., P.O. Box 4083, Port Elizabeth, Cape Province. WTD 5/69.

35420—SPAIN—Machine tools, metal forming types. Manuel Herrero Ayuso (agent), San Ramon Nonato, 6, Madrid (16). WTD 3/70.

35450—SPAIN—Machine tool accessories. Manuel Herrero Ayuso (agent), San Ramon Nonato, 6, Madrid (16). WTD 3/70.

35482 — SPAIN — Power-driven handtools, with parts. Manuel Herrero Ayuso (agent), San Ramon Nonato, 6, Madrid (16). WTD 3/70.

35483—IRAN—Welding & cutting equipment, except electric. Specifications, quantities to be determined through direct correspondence. General Foulad Trading Co. (importer, distributor, agent), Ave. Eknatan, Opp. Ministry of Education No. 19, Tehran. WTD 3/70.

355 Special industry machinery

35521—TAIWAN — Looms, creels, twisting or doubling frames for manufacturing nylon 66 tire cord fabrics, capacity 5,000 kilograms per day. Maritime Engineering Service (importer, agent), P.O. Box 265 Taipei. WTD in preparation.

35522—TAIWAN—Adhesive treatment and hot stretching machines for production of nylon 66 tire cord fabrics. Maritime Engineering Service (importer, agent), P.O. Box 265, Taipei. WTD in preparation.

35594 — GERMANY — Extrusion molding machines for plastic-working industry. Karl Haendle & Soehne (importer, manufacturer), 47 Industriestrasse, P.O. Box 220, D-7130 Muehlacker, Baden-Wuerttemberg. WTD 2/70.

35595—GERMANY—Clayworking machinery for bricks, ceramics. Karl Haendle & Soehne (importer, manufacturer), 47 Industriestrasse, P.O. Box 220, D-7130 Muehlacker, Baden-Wuerttemberg. WTD 2/70.

356 General industrial machinery

35610—SWEDEN—Pumps, compressors for industrial purposes. AB NATAB (importer, manufacturer, exporter), 68 Linnegatan, S-400 30 Goteborg. WTD 3/70.

35690—SPAIN—Filter and strainers, industrial machinery. Comercial E. de Carlos (agent), Padilla, 18, Madrid (6). WTD 3/70.

357 Office, accounting machines

35741—SWITZERLAND—Desk office calculating machines. Auto-Doppik AG (importer, distributor, agent), Bahnhofstrasse 6, 2500 Biel. WTD in preparation.

35790 — SWITZERLAND — Novelty office machinery, devices. Auto-Doppik AG (importer, distributor, agent), Bahnhofstrasse 6, 2500 Biel. WTD in preparation.

358 Service industry machines

35892—SPAIN—Water softeners and conditioners. Comercial E. de Carlos (agent) Padilla, 18, Madrid (6). WTD 3/70.

363 Household appliances

36340—NEW ZEALAND—Steam and dry irons; toasters; electric jugs/kettles; electric frypans and saucepans; electric blankets; blenders and mixers; electric can openers; electric knife sharpeners; hair dryers; fans, etc. Ralta Ltd. (Attn: Allan B. Lockie, Managing Dir.) (importer, distributor, manufacturer), 16-20 Nelson St., P.O. Box 6283, Wellington. WTD 4/69.

381 Engineering, laboratory, scientific, research instruments

38112 — PAKISTAN — Laboratory instruments. Request catalogs, quotations, c. & f. Karachi. I & S Corp. (agent), 2nd floor, Dada Chambers, Bunder Road, P.O. Box 5025, Karachi. WTD 9/69.

382 Instruments for measuring, controlling, indicating physical characteristics

38214—SOUTH AFRICA—Gages: air pressure; counters: revolution, stroke, lineal. Normat S.A. (Pty.) Ltd. (importer, distributor, retailer), 21 Hart St., P.O. Box 4083, Port Elizabeth, Cape Province. WTD 5/69.

384 Surgical, medical, dental instruments

38423 — SPAIN — Safety devices, personal

XUM

and industrial. Manuel Herrero Ayuso (agent), San Ramon Nonato, 6, Madrid (16). WTD 3/70.

399 Manufacturing industries

39991—SWEDEN—All types of fire extinguishing equipment. Henrikssons Brandredskap, AB (manufacturer, agent), Jakobsgatan 14, Box 281, S-101 23 Stockholm. WTD 3/70.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

CONGO (K)—Tony Lambros, Ets. Lambros, P.O. Box 3008, Lubumbashi, **interested in obtaining agencies for office equipment and stationery items.** April 18 via New York for 2 weeks. c/o O. J. Bridge Ltd., 40 Wall St., New York, N.Y. 10005. Itinerary: New York WTD 3/70.

FRANCE—Roger I. Kalifa, General Manager, Erika-France, 4-6 rue Guynemer, 31 Toulouse, **interested in establishing trade contacts with U.S. producers and exporters of miscellaneous plastic products for the packaging industry and of cleaning supplies to discuss sales and/or manufacturing under license in Europe.** April 19 via New York for approx. 3 weeks. c/o Hotel Roosevelt, Madison & E. 45th St., New York, N.Y. 10017. Itinerary: New York, Chicago, Salt Lake City, San Francisco. WTD 2/70.

JORDAN—Said I. Shahin, S & Y Shahin, P.O. Box 497, Amman, **interested in direct purchase and agencies for U.S. men's wear, stationery supplies, office machinery, cosmetics.** Early April via New York, N.Y. for 2-3 weeks. c/o Faberge Inc., International Division, 1345 Avenue of the Americas, New York, N.Y. 10019. Itinerary: New York, Laurel, Md., Chicago. WTD in preparation.

NETHERLANDS—Ch. von Motz, Marketing Manager, Matab-Smit N.V., 400 Ringdijk, Slikkerveer, **interested in exploring possibilities for future establishing of a subsidiary in the U.S., either a sales office or a manufacturing operation.** April 14 via Cleveland for 11 days. c/o Windsor Park Hotel, 2300 Connecticut Ave., NW., Washington, D.C. 20008. Itinerary: Cleveland, Chicago, Washington, New York. WTD in preparation.

NEW ZEALAND—E. A. Clarke, Buying Controller, and J. W. Bower, Hard Goods Buyer, McKenzies (N.Z.) Ltd., 222 Willis St., Wellington, **interested in meeting executives of U.S. companies manufacturing and exporting textile piece goods** (corduroys, winceyettes, bright nylon knitting yarn, yarn dyes and prints for dresses, blouse fabrics, brushed fabrics, towelling, tea towelling, bed linen), **and the following variety of products:** narrow woven fabrics, elastic, coir mats, manchester, infantswear, gloves, cardigans 32" down, nylon stockings, men's nylon socks, bathing caps, shirts, handkerchiefs, blouses, cardigans 32" up, men's coats, children's socks, three-quarter socks, knitted underwear, scarves, ladies' raincoats, men's work socks, ankle socks, swim suits; electric hand tools, workshop tools, musical instruments, stationery items, vitreous enamelled domestic holloware, books, maps, globes, vacuum flasks, binoculars, cameras, compasses, measuring appliances, thermometers, barometers, clocks, watches, sporting equipment, smoking pipes, flashlights, cigarette lighters, telescopes, hair goods, haberdashery or notions, fishing gear, stamps, canned fish; artists' and students' colors, palettes, sets; salmon, pineapple, bandages, paint sets, candles, Chinese crackers, fireworks, matches, camphor, adhesive tape, plastic table cloths, purses, woodenware, basketware, paper doilies and serviettes, showcards, calendars, paintings, pictures, fishing lines, bathing caps; footwear 0-9½, footwear 9½-1½, cork insoles, women's and men's slippers, artificial flowers, earthenware, table earthenware (below min. and first quality), porcelain or china tableware, mirrors, etched glassware, heat resistant glassware; tools, clamps, screwdrivers, scissors, cutlery, manicure sets, pencil sharpeners aluminum holloware, rat traps, egg beaters, kitchen hand tools, knitting needles, office desk equipment, ash trays, key rings, padlocks, lamps, sunglasses, magnifying glasses, metal watch bands, imitation jewelry, clay busts, party novelties, toys, cut-out books, tennis racquets, Christmas decorations, ball point pens, ball point pen refills, fishing rods, educational apparatus. April 19 via San Francisco until April 26; length of visit subject to extension. c/o J. H. O'Callaghan Inc., 28 Water St., New York, N.Y. 10004. Itinerary: 4/19-20 San Francisco, 4/21-26 New York, others as required. WTD 2/70.

THAILAND—Term Uawithya, President, Term Engineering Co. Ltd., 302/2 Therd Thai Road, Thonburi, **interested in purchasing machinery to produce cotton bandages and requesting technical information.** April 12 via San Francisco for 3-4 weeks. Itinerary: San Francisco; Chicago; Rochester, Minn.; Ashland, Ohio; Washington, D.C.; Binghamton, N.Y., New York. WTD in preparation.

Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

204 Grain mill products

20440—TOGO—Rice—milled, all kinds but would prefer long grain; 10 to 20 metric tons. Quotations c.i.f. Lome. Etablissement Joel et Cie. (importer, distributor, retailer), 93, Blvd. Circulaire, B.P. 612, Lome. WTD in preparation.

264 Converted paper, paperboard products

26451—GERMANY—Office supplies. Price quotations c.i.f. Hamburg or Bremen. Praktikus GmbH (importer, distributor), 12 Lindenstr., 5892 Meinerzhagen. WTD 3/70.

26472—CYPRUS—Paper napkin dispensers, table model, and paper napkins dispenser type. Quote c.i.f. Cyprus. Direct purchase and agency. Alecos Kaplanis Enterprises (importer, distributor, manufacturer, agent), 13-15 Stelios Mavrommatis St., Engomi, Nicosia. WTD 3/70.

281 Industrial chemicals

● **28100—INDONESIA**—Ammonium sulphate (Z.A.) 5,080 metric tons, minimum 21% N.; rock (natural) phosphate 2,580 M.T., 25% P_2O_5 or dry matter; muriate of potash (KCL) 480 M.T., 60% K_2O; and mineral magnesium sulphate (kieserite) 170 M.T., 20-26% MGO. Tender No. 1527/DIM/70; bid deadline May 6. Bids should be submitted to Ministry of Trade, Republic of Indonesia, Directorate of Import, DJL. ABDUL MUIS, DJAKARTA, in sealed envelope, marked in capital letters in lower left-hand corner. Invitation for bids No. 1527/DIM/70. Tender with specifications expected from Djakarta, arrival date unknown. Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-3465). A copy for review will also be sent on receipt in Washington to the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

● **28100—IRAN**—Trichlorofon powder 2,000 kilograms, the powder should be suspensible in water in a proportion of 75-85%, packed in one kg. cardboard boxes, such boxes being further packed in strong cartons or wooden cases, or, D.D.D. insecticide powder, suspensible in water in a proportion 45 to 55%. 2,000 kgs., packed in carboard boxes with a capacity of 1 or 2 kg. and/or 2, 3, or 4 pounds. These boxes should be packed in strong and suitable cartons or strong wooden cases. Maneb fungicide, 80%, 50 tons. A wetting mouillant should be sufficiently added to this material at the time of its manufacturing process. The fungicide should be packed in special packets with a capacity of one or two kg., or in packets containing 2, 3 or 4 pounds. Packets should be placed in suitable cartons or in strong and suitable wooden cases. Tender No. 72117; bid deadline May 16. Bids should be submitted to the Iranian Tobacco Co., Tehran, Iran. Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-3910). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

● **28100—NEW ZEALAND**—Pentachlorophenol flakes, 100,000 lbs., must be packed in plastic or polythene bags inside steel drums. Drums should weigh approximately 150 lbs. each. Delivery date desired Sept. 1970; correspondence preferred in English. Tender No. FSQ 7384; bid deadline May 5. Bids to be submitted to Stores Manager, New Zealand Forest Service, Private Bag, Wellington, New Zealand. Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-3910). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

28162—COLOMBIA—Industrial chemicals, chrome colors, organic and inorganic pigments principally for use in manufacture of paints, lacquers, enamels. Request replies from manufacturers or exporters. Rafael A. Zuniga-Representaciones Raza (agent), Air Mail P.O. Box 884, Barranquilla. WTD 3/70.

28180—ISRAEL—Plasticizers: dioctyl adipates and phthalates; organic chemicals: acetic, formic and oxalic acids; maleic anhy-

dride; caprolactam; hexamethylenediamine; methanol; accelerators (rubber processing, cyclic and acyclic). Direct purchase and/or sole agency. JOBA Israel Ltd. (importer, manufacturer, agent), Commercial Dept., 53 Hapisga St., P.O. Box 3394, Jerusalem. WTD in preparation.

28190 — ISRAEL — Industrial inorganic chemicals such as aluminum sulphate, barium/nickel sulphate, caustic soda and soda ash, magnesium/nickel chloride, sodium nitrate, zinc/magnesium oxide, magnesium carbonate, ammonium bicarbonate, titanium dioxide, calcium chloride. Direct purchase and/or sole agency. JOBA Israel Ltd. (importer, manufacturer, agent), Commercial Dept., 53 Hapisga St., P.O. Box 3394, Jerusalem. WTD in preparation.

282 Synthetic materials

● **28200—BURMA**—128,000 to 512,000 lbs. of 5D X 2½" cut and 43,000 to 172,000 lbs. of 7D X 2½" cut crimped dull viscose rayon staple fiber. Tender No. 34/TIMC/TMPC/69-70; bid deadline May 6. The Chairman, Textile Mills Procurement Committee, 53 Pyidaungsu Yeiktha Road, Rangoon, Burma. Copies of tender documents are available from the Office of Textiles, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-5238).

28210—ISRAEL—Resins such as A.B.S.; Melamine (resins & monomer) or equal; polyethylene high density; polypropylene; urea resins; epoxy and phenolic resins; polyols and P.V.C. Direct purchase and/or sole agency. JOBA Israel Ltd. (importer, manufacturer, agent), Commercial Dept., 53 Hapisga St., P.O. Box 3394, Jerusalem. WTD in preparation.

283 Drugs

28348—ISRAEL—Vitamins, antibiotics, other pharmaceutical raw materials. Direct purchase and/or agency. JOBA Israel Ltd. (importer, manufacturer, agent), Commercial Dept., 53 Hapisga St., P.O. Box 3394, Jerusalem. WTD in preparation.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

28415—CYPRUS—Household detergents in pellets. Quote c.i.f. Cyprus. Direct purchase and agency. Alecos Kaplanis Enterprises (importer, distributor, manufacturer, agent), 13-15 Stelios Mavrommatis St., Engomi, Nicosia. WTD 3/70.

28421 — GERMANY — Antistatic - spray-emulsions soluble in water, used for commercial carpet cleaning in aerosol cans. Requests price quotations c.i.f. Hamburg or Bremen. Helmut Henke, Henke Teppich Service (importer, carpet cleaning service), 4049 Muehlrath (Post Kapellen/Erft), Im Erftgrund 6. WTD 3/70.

287 Agricultural chemicals

28790—ISRAEL—Agricultural chemicals & insecticides: chlorpicrin, herbicides, pesticides, fungicides and naphthalene balls. Direct purchase and/or sole agency. JOBA Israel Ltd. (importer, manufacturer, agent), Commercial Dept., 53 Hapisga St., P.O. Box 3394, Jerusalem. WTD in preparation.

289 Chemical products

28993—FINLAND—Water purification compounds, such as ion exchange and neutralizing compounds, diatomaceous earth. Insinooritoimisto Vartiainen (Mr. M. Vartiainen, Managing Dir.) (importer, distributor), Linnankatu 19 A, Turku. WTD 3/70.

291 Petroleum refining

29110—COLOMBIA—Paraffin, all grades. Request replies from manufacturers and/or exporters. Rafael A. Zuniga-Representaciones Raza (agent), Air Mail P.O. Box 884, Barranquilla. WTD 3/70.

306 Fabricated rubber products

30697—TAIWAN—Surgical gloves. Si Fo Trading Co., Ltd. (importer, distributor, retailer), 12 Po Ai Rd., Taipei. WTD in preparation.

331 Steel mill products

● **33100—INDIA**—22.10 M.T. of steel plates, 5mm thick x 900 x 250mm conforming to B.S. 968/62 with amendment up to and including No. 3 of June 1965. Tender No. P/107/49/738/26.6. 70/PL; bid deadline May 19. Director General, Supplies & Disposals, New Delhi. Copies of tender documents available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008 at $2.00 each.

● **33100—IRAN**—19 steel wire rope items of various specs. "Tender for Supply of Wire Rope"; bid deadline June 10. National Iranian Steel Corp., Tehran. Copies of tender documents available from Iron and Steel Division, BDSA-669, U.S. Dept. of Commerce, Washington, D.C. 20230. ★(202-967-4412).

33123—COLOMBIA—Tinplate. Request replies from manufacturers or exporters. Rafael A. Zuniga-Representaciones Raza (agent), Air Mail P.O. Box 884, Barranquilla. WTD 3/70.

333 Primary smelting, refining of nonferrous metals

33397—AUSTRIA—Titanium sponge briquetts about 99% Ti, weight about 0.5 kilograms; annual requirement about 5 metric tons; pure magnesium, minimum Mg. content 99.8%, weight about 3 kilograms; annual requirement about 120 metric tons. Vereinigte Metallwerke Ranshofen-Berndorf A.G., Hr.Dir.-Dipl.Ing Paul Kettner (importer, manufacturer, exporter), A-5282 Ranshofen. WTD 3/70.

335 Rolling, drawing, extruding of nonferrous metal

● **33500—ARGENTINA** — Aluminum conductor, underground armored cable, 38,000 meters, 1.1 and 13.2 kv. Tender No. LI-48139; bid deadline May 4. Specifications available for A50 Pesos (approximately $14.50) from Cia. Italo Argentina de Electricidad, San Jose 140, 4th Piso, Buenos Aires.

● **33500—CEYLON**—Aluminum alloy sheet, corrugated, 134,000 units, various lengths 6 through 10 feet, 26 or 32 inch width by 24 gage. Bid deadline May 12. Documents available from Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008.

● **33500—INDIA**—Supply of underground telephone cables. Bid deadline May 27; Tender No. ES9/202/39/214/Cell-1405. Contact Director General, Supplies and Disposals, Jeevantara Bldg., Parliament St., New Delhi-1, India. Tender documents available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

● **33500 — URUGUAY** — Supply of 1,200 meters of electric cable 2 x 28 sq. millimeters of section, or copper with rubber insulation for 550 volts C.C. Tender No. 9 B.I.D.; bid deadline May 14. Contact Administracion Nacional de Puertos, Rambla Franklin D. Roosevelt N° 160, 3er. piso, Montevideo, Uruguay.

342 Cutlery, hand tools, general hardware

34231 — JAPAN — Plumbers' flaring hand tools, for use of connecting ends of flexible metallic hoses with brass fittings (inside diameter of the hoses ⅜, ½, ¾ in.; working water pressure 2-3 kg./cm²), monthly requirement estimated at 1,000-1,500 each. The Bunka Boeki Co., Ltd. (importer, distributor, agent), Marunouchi-Yaesu Bldg., 6 Marunouchi 2-chome, Chiyoda-ku, Tokyo. WTD in preparation.

34231 — SWITZERLAND — General industrial and automotive hand service tools, new inventions. ACAR AG (importer, distributor, retailer), Hardstrasse 1, P.O. Box 8040 Zurich. WTD 3/70.

343 Heating apparatus

● **34300—SINGAPORE**—Supply of instantaneous gas water heaters for the year 1970; potential annual volume is estimated at over $10,000. Bid deadline May 5. Tender documents available for S$500 (S$3.03 equals US$1). Purchaser: Finance Department, Public Utilities Board, Government Offices, St. Andrew's Road, Singapore 6, Republic of Singapore.

344 Fabricated structural metal products

● **34400—INDIA**—The Project Manager, Santaldih Thermal Power Project, West Bengal State Electricity Board, 6 Little Russel St., Calcutta 16, India, has issued Tender No. SDM/33/21T for 150 Hydrogen Gas Cylinders of manganese steel and 40 Carbon Dioxide Cylinders of manganese steel. Bid deadline May 5. Copies of specifications and conditions are available from the Accounts Officer, Santaldih Thermal Power Project, West Bengal State Electricity Board, 6 Little Russel St., Calcutta 16, India, for a fee of $21.00 per set.

351 Engines, turbines

35197—AUSTRALIA—Air, oil, fuel filters for industrial diesel engines. Diesel Spare Parts and Service (distributor), 18 Leslie St., Bardon, Brisbane, Queensland 4065. WTD 3/70.

353 Construction, mining, materials handling machinery, equipment

35310 — POLAND — Railroad construction machinery; excavation machinery; earth moving equipment; equipment for construction of prefabricated reinforced railroad bridges; railroad maintenance equipment. Dr. Jan Rossman, Przedsiebiostwo Robot Kolejwych No. 15 (contractor, builder), ul. Chalubinskiego 6 A, Warsaw.

35319—GERMANY—Construction machinery, equipment for mounting prefabricated building parts. Direct purchase and agency. ROBUSTA-Baugeraete Stahlbau Gaukel KG (importer, distributor, manufacturer, agent), Industriegebiet, D-7251 Hausen, Krs. Leonberg, Baden-Wuerttemberg. WTD 12/69.

354 Metalworking machinery

● **35400—INDIA**—Gear hobbing machine.

XUM

Tender No. 909/03-2/293 (ISM ref: D/ENG/56); bid deadline May 10. Global procurement. Deputy Controller of Stores, Diesel Locomotive Works, Varanasi. Copies of tender notice may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008 for $2.00 per copy.

35421 — AFGHANISTAN — Equipment for making edible oil cans to service production of 5-10 tons of cotton seed oil hydrogenating plant, in 24 hours. This product is typically sold in five, ten, and thirty five pound cans in Afghanistan. Bakhtar Joint Stock Industrial Co. (importer, distributor, manufacturer), 2nd Part of Jade Maiwand, Kabul. WTD in preparation.

35484 — SWITZERLAND — Automotive maintenance equipment, motor analyzers, wheel balancers, wheel spinners, frame straighteners, tire removing machines, new inventions. ACAR AG (importer, distributor, retailer), Hardstrasse 1, P.O. Box 8040 Zurich. WTD 3/70.

355 Special industry machinery

35513 — AFGHANISTAN — Equipment capable of solidifying and hydrogenating 5-10 tons of cotton seed oil in 24 hrs. Bakhtar Joint Stock Industrial Co. (importer, distributor, manufacturer), 2nd Part of Jade Maiwand, Kabul. WTD in preparation.

35521—AFGHANISTAN—Pressing or calendering machine; steam boilers; textile finishing machines for dyeing, sizing of rayon, printing, drying and squeezing to meet production of 100 weaving looms. H. Abdul Mukhtar Muhayya & Co. (importer, distributor, manufacturer), Serai Shahzada, P.O. Box 103, Kabul. WTD in preparation.

35592—URUGUAY—Four automatic lathes, measuring one meter between points; one lathe with duplicator; two "Solex"-type duplicators or equal; two centerless grinders; one casting furnace for aluminum, with approximate capacity of 50 kilograms; crucible furnaces and converters for aluminum; pyrometers. Altrea S.A.-Talleres Garvi (distributor, manufacturer, retailer), Tacuarembo 1861/9, Montevideo. WTD in preparation.

35595 — AFGHANISTAN — Soap pressing and stamping equipment capable of handling 4 tons of soap per 24 hrs. Bakhtar Joint Stock Industrial Co. (importer, distributor, manufacturer), 2nd Part of Jade Maiwand, Kabul. WTD in preparation.

356 General industrial machinery

35690 — FINLAND — Automatic ion exchange/sand neutralizing filters and reverse osmosis diaphragms for water purification. Insinooritoimisto Vartiainen (Mr. M. Vartiainen, Managing Dir.) (importer, distributor), Linnankatu 19 A, Turku. WTD 3/70.

357 Office, computing, accounting machines

● **35700 — KOREA** — Supply of nine automatic printers for automatic weighing scales, with spare parts and standard maintenance tools. Tender No. KFX-0049-PI; bid deadline Apr. 30. Invited by the Office of Supply, Government of the Republic of Korea, Seoul, Korea. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

358 Service industry machines

● **35800—IRAN**—Supply of one clothes washing machine, two suspended hydro-extractors, two dryers, one steam-iron. Tender No. 1986/48; bid deadline May 21. Invited by the Iranian State Railways, Tehran, Iran. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

35857—SOUTH AFRICA—Liquid petroleum gas operated absorption type refrigeration units, suitable for 5 to 7 cu. ft. domestic refrigerators. H. J. Stranack & Co. Ltd. (importer), 143 Smith St., Durban, Natal. WTD 1/69.

35892—FINLAND—Equipment for sewage treatment, such as biological, oxidizing, chemical treatment/removal of phosphorus, etc. equipment. Insinooritoimisto Vartiainen (Mr. M. Vartiainen, Managing Dir.) (importer, distributor), Linnankatu 19 A, Turku. WTD 3/70.

361 Electric transmission, distribution equipment

● **36100—BELGIUM**—Supply of one AM/FM signal generator to align, verify, and readjust frequency modulation systems operat-

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

Information and advice is available from these offices on: foreign markets for U.S. products and services, economic facts on foreign countries, firms with marketing facilities in foreign countries, trade and investment opportunities abroad, Government financing aid to exporters, foreign exchange regulations and procedures, export and import statistics.

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505, 843-2386.

ANCHORAGE, ALASKA, 99501, 412 Hill Bldg., 632 Sixth Ave. Area Code 907, 272-6531.

ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404, 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301, 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205, 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617, 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716, 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803, 577-4171.

CHARLESTON, W. VA., 25301, 3000 New Federal Office Bldg., 500 Quarrier St. Area Code 304, 343-6181 Ext. 375 and 376.

CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Area Code 307, 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 S. Dearborn St. Area Code 312, 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513, 684-2944.

CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216, 522-4750.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214, 749-3287.

DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303, 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515, 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313, 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919, 275-9111.

HARTFORD, CONN., 06103, Room 610-B, Federal Office Bldg., 450 Main St. Area Code 203, 244-3530.

HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Area Code 808, 546-5977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713, 226-4231.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904, 791-2796.

KANSAS CITY, MO., 64106, Room 1840, 601 E. 12th St. Area Code 816, 374-3141.

LOS ANGELES, CALIF., 90024, 11th Floor, Federal Bldg., 11000 Wilshire Blvd. Area Code 213, 824-7591.

MEMPHIS, TENN., 38103, 710 First American Bank Bldg., 147 Jefferson Ave. Area Code 901, 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305, 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414, 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612, 725-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504, 527-6546.

NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. Area Code 212, 264-0634.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215, 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave., Area Code 602, 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412, 644-2850.

PORTLAND, ORE., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503, 226-3361.

RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702, 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703, 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314, 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801, 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415, 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912, 232-4321.

SEATTLE, WASH., 98104, 8021 Federal Office bldg., 909 First Ave. Area Code 206, 583-5615.

ing in the frequency band 10 KHz to 32 MHz; complete with 3 each operation and maintenance manuals and all necessary connection leads and plugs. Tender No. 70-10 PS/MEB; bid deadline May 20. Invited by Communications and Electronics Division, AEC Purchasing and Contracting Office, SHAPE, B-7010, Brussels, Belgium. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868). Only U.S. firms certified by the U.S. Department of Commerce are eligible to bid on NATO projects. U.S. firms interested in certification should contact the International Division & Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230.

● **36100 — INDIA** — Supply 54 each static type no break power plant 5 KVA; 57 each of same, 7 KVA; 26 each of same, 10 KVA. Tender Number 162-4/70-TPL(CP); bid deadline June 4. Specifications available for $3.00 from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

● **36100—KOREA**—The bid deadline for receiver indicators, liquid level transmitters, and cyclean units, has been extended to Apr. 30 (INTERNATIONAL COMMERCE, Mar. 9, p. 45 and *Commerce Business Daily*, Mar. 6, p. 19.) Tender No. SCL-0018-P (Part I, items 2, 3, and 4). Invited by the Office of Supply, Government of the Republic of Korea, Seoul, Korea. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

371 Motor vehicles, motor vehicle equipment

37140—GUATEMALA—Automobile horns. Correspondence requested in Spanish. Martinez Aldaz & Cia. Ltda. (importer, retailer), 7a. Avenida 20-40, Zona 1, Guatemala City. WTD 12/69.

37140—SWITZERLAND—Genuine automobile parts, accessories. No interest in used parts. (importer, distributor, retailer), Hardstrasse 1, P.O. Box 8040 Zurich. WTD 3/70.

373 Ship building, repairing

37310—BRAZIL—Lease or charter of five or more steel hulled shrimp trawlers, about 72 ft., diesel engines, fully fitted with navigational and shrimp fishing equipment. Lease or charter for one year with option to buy trawlers at end of period. INDUSMAR S.A.-Industria e Comercio de Pesca (fishing, distributor and exporter of fish), Rua XV de Novembro 269-7° andar Sala 706, Sao Paulo. WTD in preparation.

381 Engineering, laboratory, scientific, research instruments

● **38100—GREECE**—Supply of surveying instruments including rulers, compasses, dividers, etc. Tender No. 52057/X/70; bid deadline Apr. 30. Invited by the Hellenic Navy Command, Athens, Greece. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

382 Instruments for measuring, controlling, indicating physical characteristics

● **38200—GREECE**—Supply of 24 deep sea reversible thermometers designed to function accurately at all depths from surface to 5,000 meters. Tender No. 52063/X/70; bid deadline Apr. 30. Invited by the Hellenic Navy Command, Athens, Greece. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

384 Surgical, medical, dental instruments

38410 — TAIWAN — Sphygmomanometers, stethoscopes (B-D type), other medical and surgical instruments. Si Fo Trading Co., Ltd. (importer, distributor, retailer), 12 Po Ai Road, Taipei. WTD in preparation.

386 Photographic equipment

● **38600—ETHIOPIA**—Supply of three 16 mm. sound projectors. Bid deadline June 17. Invited by the Ministry of Education & Fine Arts, P.O. Box 1367, Addis Ababa, Ethiopia. Tender terms and specifications available at Ethiopian $10.00 (US $4.00) each, plus postage, from the Purchasing Section, Ministry of Education & Fine Arts, Addis Ababa.

● **38600 — GREECE** — Supply of 767,500 sheets of x-ray film including 5,000 sheets 13 x 18 cm.; 70,000 sheets 18 x 24 cm.; 320,000 sheets 24 x 30 cm.; 220,000 sheets 30 x 40 cm.; 130,000 sheets 35.6 x 35.6 cm.; 20,000 sheets dental 3 x 4 cm.; 2,500 sheets dental 4 x 5 cm. Tender No. 5/70; bid deadline May 19. Invited by the Institute of Social Insurance (IKA), Supply Department, A Agiou Constantinou St., Athens, Greece. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

Leads for Importers

Commodities are offered direct unless specified

012 Fruit, tree nut, vegetable farms

01220—TANZANIA—Cloves in any quantity. Goods are packed in new double gunny bags—16 bags to a longton; price quoted on c & f basis. Gen. Mgr., Zanzibar State Trading Corp., P.O. Box 26, Zanzibar.

203 Canning, preserving foods

20321 — TANZANIA — Lime juice. Settled lime juice preserved with 850/950 p.p.m. SO2, packed in wooden casks each cask containing 40/42 Imperial gallons lime juice (second-hand casks); price quoted on c & f basis. Gen. Mgr., Zanzibar State Trading Corp., P.O. Box 26, Zanzibar.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

209 Food preparations

20999 — TANZANIA — Chili peppers (capsicum). Goods are packed in new single jute bags each of 80 lb.—28 bags to a longton; prices quoted on c & f basis. Gen. Mgr., Zanzibar State Trading Corp., P.O. Box 26, Zanzibar.

283 Drugs

28348 — ISRAEL — All kinds of vitamins, antibiotics, pharmaceutical raw materials. Complete list of products available from Trade Opportunities Staff, BDSA-541, Rm. 4053, U.S. Dept. of Commerce, Washington, D.C. 20230. JOBA Israel Ltd. Commercial Dept., 53 Hapisga St., P.O. Box 3394, Jerusalem. WTD in preparation.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

28445 — TANZANIA — Clove pomanders. Goods are packed in cartons each containing 40 to 50 pomanders each pomander wrapped in tissue paper; price quoted on c & f basis. Gen. Mgr., Zanzibar State Trading Corp., P.O. Box 26, Zanzibar.

289 Chemical products

28993—TANZANIA—Clove stem oil; lime oil. Goods are packed in black painted steel drums each 480 lbs.; prices quoted c & f basis. Gen. Mgr., Zanzibar State Trading Corp., P.O. Box 26, Zanzibar.

Steel transmission line towers desired by New Zealand agency

The New Zealand Electricity Department is calling for bids on the supply and delivery of approximately 5,000 tons of galvanized steel transmission line towers for 220 KV single circuit transmission lines. The contract, No. 543, is for a three-year period.

Tenders must be received by 4 p.m., May 26, by the Secretary, Tenders Committee, New Zealand Electricity Department, P.O. Box 12144, Wellington North, New Zealand.

A telegraphic tender (Address "Tender No. 543, Waterpower, Wellington") will be admitted for consideration provided the telegram states the total price and is handed in to any telegraphic office not later than the closing time stated above. In this case written confirmation of the telegraphed tender, with complete details, must be in the hands of the Secretary, Tenders Committee, not later than 4 p.m., June 9.

The Construction and Building Materials Division, BDSA-645, Room 5611, Department of Commerce, Washington, D.C. 20230 ★(202-967-3602), has several copies of the tender documents for short term loans to U.S. firms.

XUM

Water plant facilities named in Thai tender

The Metropolitan Water Works Authority of Thailand invites contractors to submit tenders for the construction of facilities to increase the raw water supply to its Thonburi Water Treatment Plant. Bids are requested from contractors from that country and from countries which are members of the World Bank and Switzerland.

The work generally consists of: 1) installation of a raw water pipeline from the Bang Sue Pumping Station, Bangkok, to the Thonburi Water Treatment Plant, Thonburi; 2) installation of pumping machinery and instruments for control at the Bang Sue Pumping Station, Bangkok; 3) modification of the Thonburi Water Treatment Plant to be able to handle the increase of raw water.

Tenders must be received by May 15. Sets of bid documents sell for a non-refundable 5,000 Thailand baht (the current exchange rate is 20.8 baht to US$1) each; payment should be in the form of certified checks or money orders payable to the Metropolitan Water Works Authority.

All inquiries regarding construction and requests for tender documents should be directed to: Chief of Engineering Division, Metropolitan Water Works Authority, Siyak Mansri, Spandum, Bumrung Muang Road, Bangkok, Thailand.

A set of tender documents, including the drawings, is available for review in the offices of the Construction and Building Materials Division, BDSA-645, Rm. 5611, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-3602), and Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5864).

The American Embassy in Bangkok notes that this is a large project and represents an excellent opportunity for U.S. contractors who are interested in establishing themselves in Thailand.

Japan's civil engineers to stage tunnel meeting in Tokyo next September

The Japan Society of Civil Engineers will hold "Tunnel Symposium '70" from Sept. 14-16, in Tokyo. Many foreign engineers and specialists are expected to attend for the mutual exchange of views and experiences. The Symposium includes simultaneously the 6th National Tunnel Symposium of Japan in which all Japanese tunnel engineers and specialists are participating.

Major themes will cover tunnel boring machines, mountain tunnels through back rock formations, urban tunnels in soft ground, and immersed tunnels.

The location will be the Tokyo Metropolitan Festival Hall, 5-45 Ueno Park, Taito-ku, Tokyo. The participation fee is 10,000 yen ($28.00), which includes proceedings, reception and local transportation from hotels to the Festival Hall. Simultaneous translation between Japanese and English will be provided. Post-conference tours are available.

A small number of conference brochures providing additional information on specific discussion topics and post-conference tours are available from the Construction and Building Materials Division, BDSA-645, Room 5611, Department of Commerce, Washington, D.C. 20230 ★(202-967-3602). Additional brochures and further information may be obtained directly from the Japan Society of Civil Engineers, Yotsuya 10 1-chome Shinjuku-ku, Tokyo 160, Japan (03-351-5138); cable address: DOBOKUGAKKAI TOKYO.

Korea invites tenders on housing products

The Office of Supply, Government of Korea, is seeking bids on the following items: vitreous water closets (610 sets); one-way viewers (550 each); spare parts for warm air furnaces (45 each); disc valve units for sink faucets (100 each); hygrothermometers (2 sets); masonry saw for concrete (1 set); stormer viscosimeter (1 set); tele-thermometer probe (1 each); magnifier (1 each); and various spare parts for hot water boilers (plus 9 sets of l. t. burners).

The invitation number is SLC-0048-P II; O. S. number is SLC-70-26. According to procurement instructions, all commodities to be purchased under this invitation shall have both their source and origin in the U.S. The bid deadline is May 7.

Copies of the tender documents are available from the Construction and Building Materials Division, BDSA-645, Room 5611, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-3602), and the U.S. Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. (415-556-5868).

Nine telegraph repeaters, parts sought by SHAPE in Belgium

The Purchasing and Contracting Office, Ace Communications Electronics Equipment Communications and Electronics Division has issued Tender No. 70-04 PS/MEB for the supply of telegraph equipment. The bid deadline is May 26.

Bids should offer nine telegraph regenerative repeaters complete with spare parts and instructions manuals.

Only American firms certified by the U.S. Department of Commerce are eligible to bid on NATO projects. U.S. firms interested in certification may contact the International Liaison and Trade Opportunity Staff, BDSA 541, U.S. Department of Commerce, Washington, D.C. 20230.

Copies of the tender announcement and specifications are available from the Purchasing and Contracting Office, Ace Comaunications Electronics Equipment, Communications and Electronics Division SHAPE, B-7010 Belgium or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4823).

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

ARGENTINA—Gas del Estado, a Government agency engaged in distributing natural and bottled gas, has announced a project for the **construction of a 600-kilometer, 30-inch diameter gas pipeline** between the cities of Buenos Aires and Bahia Blanca, Province of Buenos Aires. Gas del Estado plans to call for bids for both the construction and the supply of the necessary materials early in 1971. The feasibility study for the project has already been completed by Gas del Estado. According to Gas del Estado, the pipeline should be operable by 1972. The budget estimate for this project is $54 million, of which about $25 million will be allocated to the purchase of materials. Gas del Estado estimates that approximately 60% of the latter amount will be spent in the purchase of imported products, mainly API-5LX52 iron sheets. This project has been submitted to the IDB and is still pending a decision from that organization.

American firms interested in obtaining further information about any future development on this project may correspond directly with Gas del Estado at the following address: Ing. Antonio Barbatto, Gerente de Proyectos, Alsina 1254—6° Piso, Buenos Aires, Argentina.

ITALY—SEAT, the Spanish auto-maker in which Fiat is the largest stockholder, is planning a major expansion of its productive capacity. This will involve major procurement of capital equipment such as special-purpose machine tools. The project involves expanding SEAT's capacity from its present level of about 1000 cars a day to 2500 a day, by stages over the next couple of years. SEAT produces cars under Fiat license, and this plus Fiat's role as a technical consultant and ownership of 36% of SEAT's stock, means that technical decisions regarding specialized procurement for SEAT are made primarily in Italy. Therefore, contact Cav. Carlo Rolle, Direttore Ufficio Progetti Speciali, Fiat, Corso Marconi 10, 10025 Torino, Italia. Mr. Rolle's prime interest will be in specialized machine tools with the latest technical characteristics for the manufacture of motor vehicles.

JAPAN—The City of Osaka has issued a **publication covering development plans for the city and its environs.** "The City of Osaka and Its Planning" touches upon most areas of urban development, including transportation, housing, and pollution control. Some of the projects mentioned in this book are already nearing completion, but many others are still in the planning stage and may offer opportunities for U.S. capital and equipment.

One copy is available on a short term loan basis and one copy is available for review in the offices of the Construction and Building Materials Division, BDSA-645, Room 5611, Department of Commerce, Washington, D.C. 20230 ★(202-967-3602).

New Books and Reports

***Overseas Business Reports*. U.S. Department of Commerce. Washington, D.C. 1969. $16 per year. ($5 additional for overseas mailing), 15 cents per copy.**

Establishing a Business in Venezuela. OBR 69-64. 18pp. Describes the investment climate, legislation governing investment, forms of business organization, industrial property and copyright protection, labor laws and customs, business and personal taxes, availability of capital, and basic economic facilities available.

Basic Data on the Economy of Bulgaria. OBR 69-68. 14pp. Gives general information on geography and climate, structure of the economy, the financial structure, and data on foreign trade.

Basic Data on the Economy of Southern Africa (Botswana, Lesotho, South Africa and Swaziland). OBR 69-69. 33pp. Contains the same general types of information as OBR 69-68, above.

Basic Data on the Economy of India. OBR 69-70. 22pp. Contains the same general types of information as OBR 69-68, above.

Basic Data on the Economy of Burma. OBR 69-71C. 11pp. Contains the same general types of information as OBR 69-68, above.

Basic Data on the Economy of Israel. OBR 69-72. 14pp. Contains the same general types of information as OBR 69-68, above.

Selling in Zambia. OBR 70-1. 14pp. Outlines distribution patterns, import requirements, ports and storage facilities, internal transport, commercial practices, marketing aids, Zambian Government procurement policies and selling under U.S. programs.

Write: any Department of Commerce Field Office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***Economic Survey, 1969-70*. Government of India. Manager of Publications, New Delhi. 1970. 143pp. $1.26.**

The Government of India has prepared a cautiously optimistic assessment of the Indian economy for the 1969-70 fiscal year. The report deals in detail with agricultural production, industrial performance, fiscal and monetary developments, the price situation, and the balance of payments and foreign aid. It anticipates continued growth in national income and production figures, but stresses the need to mobilize domestic savings, improve the investment climate, expand exports, and assure the import of necessary raw materials. Extensive tables support the study.

Write: Manager of Publications, Civil Lines, Delhi 6, India.

***Mining and Petroleum Legislation in Latin America* (2nd ed.). Published by the Organization of American States. 329pp. $5.**

This is the second edition of this book, the first having appeared in 1958 and 1960 in two volumes. The present single volume combines all material in the previous two, and at the same time amplifies and modifies the text in an attempt to reflect all later-adopted provisions.

Two chapters per country comprise the mining and petroleum legislation according to laws enacted by the respective governments. Among the topics treated are: concessions, exploration and discovery, denouncement, taxes and royalties, shares and profits, easements, radioactive substances, transportation, exemptions, depletion, and amortization.

Countries covered are: Argentina, Barbados, Bolivia, Brazil, Chile, Colombia, Costa Rica, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Honduras, Mexico, Nicaragua, Panama, Paraguay, Peru, Trinidad and Tobago, Uruguay, and Venezuela.

The U.S. Bureau of Mines reviewed the text and suggested improvements.

Write: Sales and Promotion Division, Pan American Union, Washington, D.C. 20006

***Business Regulation in the Common Market Nations; Vol. III: West Germany*. Kim Ebb, ed. McGraw-Hill Book Co., New York, N.Y. 1969. 437pp. $32.50.**

The restraints of trade laws of the Federal Republic of Germany are covered in this volume. The body of "antitrust" law of this country is much larger than that of the other members of the European Economic Community—in part because the basic German statute is systematic and detailed and in part because none of the other member countries has an agency which plays a role at all similar to that of the German Federal Cartel Office.

A historical, institutional and economic background, including bases of the legal systems and sources of laws, is presented as well as detailed discussion of laws dealing with restrictive trade practices and market power, private enforcement of the German antitrust law, extraterritorial applications and the relationship with community antitrust law and institutions. A statutory appendix and selective bibliography are provided. This volume is part of the European Common Market Antitrust Project of the Special Committee on the European Common Market Association of the Bar of the City of New York.

Write: McGraw-Hill Book Co., 330 W. 42nd. St., New York, N.Y. 10036.

***Index of Regulations of the Maritime Administration, Maritime Subsidy Board and National Shipping Authority*. U.S. Dept. of Commerce. 38pp. 50 cents.**

A reference booklet telling where to find the various regulations published by these three agencies.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

List of German funds

Some 134 foreign mutual funds applied for registration with the German Banking Supervisory Authority by Dec. 31, 1969, in accord with the new law regulating the sale of certificates of foreign mutual funds in the Federal Republic (see *International Commerce* of Oct. 27, 1969, page 29). These funds were already selling certificates in Germany when the new law became effective on Nov. 1, 1969.

A list of these funds is available from the European Division, Bureau of International Commerce, U.S. Department of Commerce, Washington D.C. 20230.

***Iceland: Economic Survey*. OECD, Paris. January 1970. 66pp. 80¢.**

Describes Iceland's economic policy, current trends and prospects, with sections on the devaluation and accompanying measures, fiscal and monetary and trade policy, production and exports, employment, domestic demand, prices and incomes, and balance of payments.

Write: OECD Publications Center, Suite 1305, 1750 Pennsylvania Ave., NW., Washington, D.C. 20006.

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XUM

Calendar *for international traders*

BEAVER FALLS, PA.—Apr. 30—Export luncheon forum, Holiday Inn, noon. Sponsors: Beaver Falls Chamber of Commerce and Commerce's Pittsburgh Field Office.

CHICAGO—May 5—Automotive Exporter's Club of Chicago meeting, Builder's Building.

CHICAGO — May 14 — International Trade Club of Chicago luncheon, LaSalle Hotel.

CLEVELAND—Apr. 29—International Advertising Workshop, 10 a.m.-noon, Greater Cleveland Growth Assn. Conference Room.

CLEVELAND—May 6—Export sales seminar, 10 a.m.-noon, Commerce Field Office.

DANBURY, CONN.—Apr. 28—Export seminar on Services Available to Export 7 p.m. to 9 p.m., at the State National Bank of Connecticut, 330 Main Street. Sponsors: State National Bank, Danbury Chamber of Commerce, REEC, and Commerce's Hartford Field Office.

DAYTON—Apr. 29—Seminar on International Business Problems, second of five weekly sessions at the U. of Dayton. Subject: International Business Problems in Transportation. Sponsors: U. of Dayton, Dayton Chamber of Commerce, REEC, Commerce's Cincinnati Field Office.

DETROIT—Apr. 28—Export workshop, Commerce Field Office, 533 Federal Bldg., 10 a.m.

FARGO, N.D.—May 4—Export Expansion Conference. Biltmore Motel, noon. Sponsors: Fargo Chamber of Commerce, North Dakota Business and Industrial Development Dept., Greater North Dakota Assn., REEC, Commerce's Minneapolis Field Office.

GARY, IND.—May 20—Export seminar sponsored by the Gary Chamber of Commerce, Indiana Dept. of Commerce, and Commerce's Chicago Field Office.

GRANITE CITY, ILL.—May 12—Tri Cities Port Authority Export Conference at Granite City Army Depot. 11 a.m.-4 p.m. Sponsors: Chamber of Commerce, State of Illinois, and Commerce's St. Louis Field Office.

HONOLULU — May 20 — "How to Get Started in Export-Import" workshop, 10 a.m., Commerce Field Office.

JEFFERSON CITY, MO.—May 13—Export luncheon/workshop at Jefferson City Country Club. Sponsors: Fabick & Co., REEC, and Commerce's St. Louis Field Office.

KANSAS CITY—Apr. 29—Export Procedures Course, 620 Ten Main Center, 920 Main Street, 6:30 p.m. Sponsors: International Trade Club, REEC, Commerce Field Office.

MARION, ILL.—May 20—Export luncheon/workshop at Holiday Inn. Sponsors: Fabick Machinery Co., REEC, Commerce's St. Louis Field Office.

MEMPHIS—May 12—Export Workshop, Lykes Bros. Steamship office. Sponsors: REEC and Field Office.

MEMPHIS—May 20—Forum on Africa, Albert Pick Motor Inn, Sponsors: Mid-South Exporters' Roundtable, REEC, Commerce Field Office.

MINNEAPOLIS—May 6—Patent & Trademark Protection Abroad. Field Office, 3-5 p.m. Speaker: Paul Welter, Merchant & Gould. Sponsors: REEC, Field Office.

MUNCIE, IND.—May 6—Export seminar sponsored by the Indiana Dept. of Commerce, Muncie Chamber of Commerce, and Commerce's Chicago Field Office.

MUSKEGON, MICH.—Apr. 28—Monthly meeting of Western Michigan Trade Club, 6 p.m., Lakos Restaurant.

NASHVILLE—May 21—Forum on Africa, Statler-Hilton Motel. Sponsors: Middle Tennessee Exporters' Roundtable, REEC, Commerce's Memphis Field Office.

NEW YORK—Apr. 28-29—International Executives Association Conference annual meeting, Hotel Statler Hilton, 7th Ave. & 33rd St. **Speaker: William E. Schuyler, Jr., Commissioner of Patents; Emil E. Schnellbacker, Asst. Director, BIC.**

ORLANDO, FLA.—Apr. 28-29—Ninth Annual Florida World Trade Conference, Exposition Park. Sponsors: Florida Ports & Foreign Trade Council, Florida REECs, Jacksonville and Miami Commerce Field Offices.

PADUCAH, KY.—May 1—Export luncheon/workshop at Holiday Inn. Speaker: Fred Rowland, President, Shippers International Service. Sponsors: REEC, Ideal Reel Co., and Commerce's St. Louis Field Office.

PHILADELPHIA, PA.—Apr. 29—In-Office Workshop on export packing. Philadelphia Field Office at 10 a.m.

PHOENIX—May 19 and May 21—In-office workshop, Commerce Field Office, 10 a.m.-noon. Sponsors: REEC, Field Office.

QUINCY, ILL. — May 6 — Export luncheon/workshop at Gardner Denver Co. Sponsors: REEC and Commerce's St. Louis Field Office.

ST. LOUIS—May 5—"Show You" Export Workshop, Federal Building. 2 p.m. Sponsors: World Trade Club, REEC and Commerce Field Office.

ST. LOUIS—May 14—Export luncheon/workshop at Stadium Club. Sponsors: Pacific Intermountain Express, REEC, and Commerce Field Office.

ST. LOUIS—May 19—World Trade Week luncheon, Stouffer's Riverfront Inn. Sponsors: Chamber of Commerce, World Trade Club, REEC, and Commerce Field Office.

SALEM, ILL.—May 15—Export luncheon/workshop at Salem Elks Club. Sponsors: Fabick Tractor Co., REEC, and Commerce's St. Louis Field Office.

SEATTLE—Apr. 28—Foreign Credit Insurance Seminar, Board Room, Seattle Chamber of Commerce, 10 a.m.-noon. Sponsors: Chamber of Commerce, FCIA, Commerce Field Office.

SIKESTON, MO.—May 22—Export Conference at Sikeston Country Club. Sponsors: Fabick Brothers Equipment Co., REEC, and Commerce's St. Louis Field Office.

SIOUX FALLS, S.D.—May 5—Export Expansion Conference. Ramada Inn, noon. Sponsors: Sioux Falls Chamber of Commerce, South Dakota Industrial Development Expansion Agency, REEC, Commerce's Minneapolis Field Office.

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